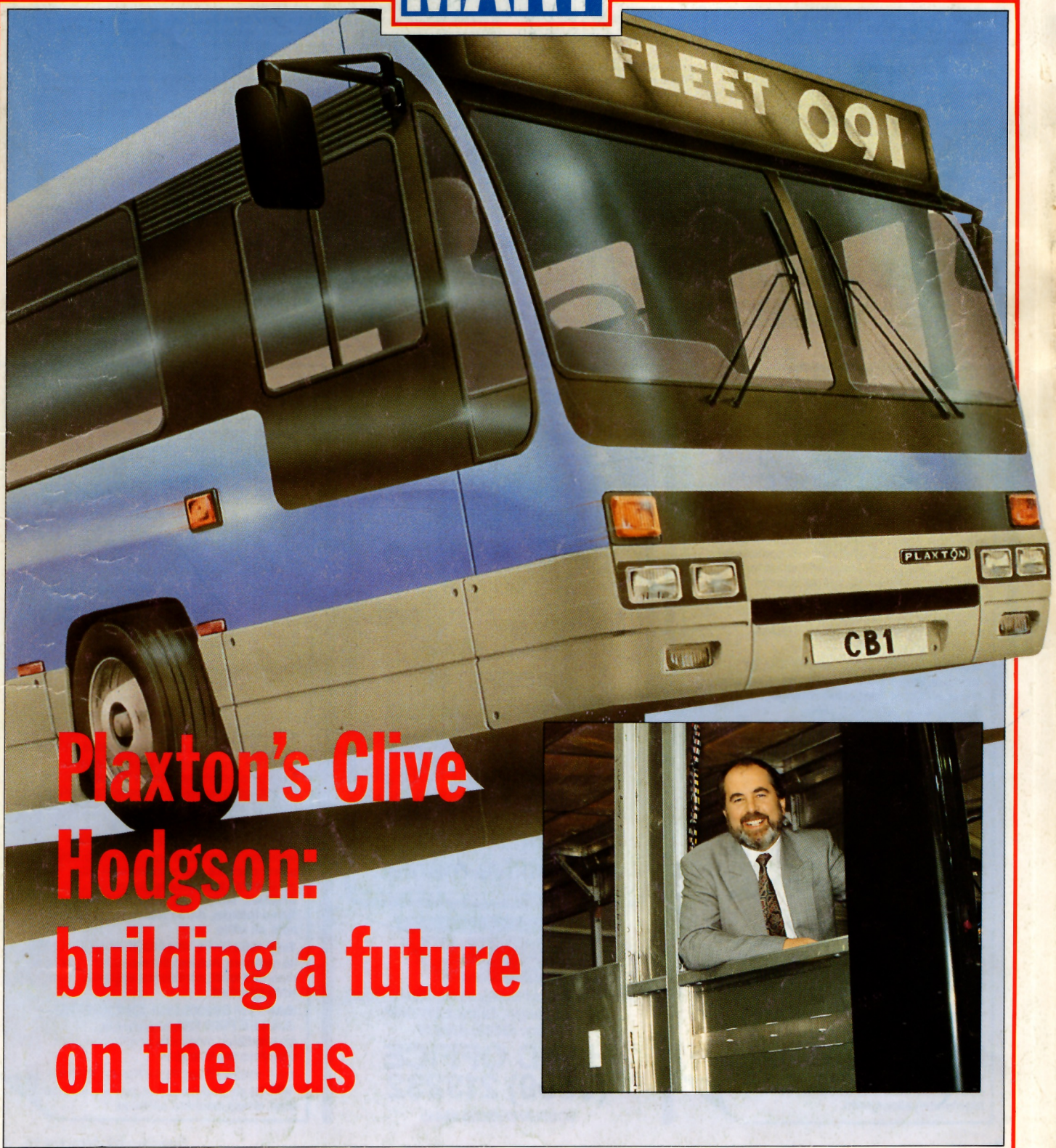
COACH MART

The weekly for the coach industry

Issue 623 £1

January 24, 1991



Plaxton's Clive Hodgson: building a future on the bus

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G reg LEYLAND DAF 13 SEAT DIESEL PSV MINIBUS mint, only 9,000 miles from new, latest model with 5 speed box, quad stereo and side loading door, all financing options available from only £45 pwk **£7495**

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BOVA 1988 (DECEMBER) FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners, grey/blue moquette, centre sunken toilet with continental door, drivers sleeping berth, courier seat, curtains, power operated entrance door, additional fuel tank, ferry lift, carpet to gangway, gold/yellow/brown.

BOVA 1984 FUTURA FHD 12.280 INTEGRAL 12M, 49 recliners, brown/beige moquette, power entrance door, courier seat, curtains, centre sunken toilet with continental door, Webasto, drinks machine, wired for T.V./video, speed limiter, cream/duo red.

BOVA 1982 EUROPA II Integral 12M, 51 recliners, brown moquette, courier seat, power entrance door, curtains, TELMA retarder, white/blue/red.

BOVA 1982 EUROPA II Integral 12M, 52 recliners, red moquette, courier seat, curtains, power entrance door, cream/orange.

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired for T.V. + video, silver/blue.

VOLVO 1984 (SEPTEMBER) B10M BERKHOF ESPIRITE HIGH-LINE 12M, 49 recliners, saloon toilet at rear, courier seat, curtains, carpet, power entrance door, Webasto heating, grey/red moquette, all white.

VOLVO 1983 (SEPTEMBER) B10M GT JONCKHEERE JUBILEE P599 12M, 48/52 recliners, brown/gold moquette, centre sunken demountable toilet, continental door, driver's berth, courier seat, power entrance door, drinks machine, wired T.V./video, blue/white/yellow/green.

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VOLVO 1983 B10M VAN HOOL ALIZEE-H 12M, 49 recliners, grey/orange moquette, power entrance door, courier seat, centre sunken toilet with continental door, water boiler, wired T.V./video, white/blue/yellow/orange.

VOLVO 1982 B58 DUPLE DOMINANT IV 12M, 53 recliners, brown moquette, tinted double glazed side windows, curtains, TELMA retarder, air/leaf suspension, automatic chassis lubrication system, cream + brown/grey reliefs.

VOLVO 1981 B10M VAN HOOL ALIZEE-H 12M, 46/48 recliners, grey/orange moquette, power entrance door, courier seat, rear toilet, galley, drinks machine, wired T.V./video, white/blue/yellow/orange.

LEYLAND 1981 (OCTOBER) LEOPARD PLAXTON SUPREME 11M, 53 str., re-trimmed grey/red moquette, power operated entrance door, cream/red.

SCANIA 1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, grey/orange moquette, centre sunken toilet, driver's berth, TELMA, wiring for T.V./video, water boiler, power entrance door, all white.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, re-trimmed - grey/red moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired for T.V./video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

DAF 1983 SB2300 DHS JONCKHEERE JUBILEE P599 12M, 53 recliners, grey/red/blue moquette, continental door, white/maroon/orange/red.

DAF 1982 SB2005 PLAXTON SUPREME 12M, 53 str., red moquette, power entrance door, drinks machine, all white.

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COMMENT

THE prices Charterplan is asking for some of its spring excursions are ridiculously low. Prices like a day trip to France for £18 and a return trip to London - a distance of around 450 miles - for just £6 bring benefits for no-one.

Charterplan must be cutting its rates dangerously close to the red line. Local competitors either take the same risk and try and match the price or stay uncompetitive and lose work. When prices are put back up to realistic levels - as inevitably they must be - passengers will be faced with higher fares and, in the worst scenario, less companies to chose from to supply their coach travel.

And there is another, more wide-ranging down-side to this 'get' em on the coach at any price' sales technique. It undervalues coach travel, drags it down in the eyes of operators and passengers alike. Just at a time when all parties should be pushing for more professionalism, higher quality and firmer rates.

AT Dover last week, one of *Coachmart's* reporters on a coach trip had to remove all his luggage, carry it through customs by hand, and then watch from the other side as the coach was stripped down by customs, panel by panel.

It was a slow process, and one which will be repeated daily at channel ports understandably causing frustration for many impatient groups. It's no fun being delayed for the best part of an hour after a hectic itinerary.

The reason for the extra vigilance from the duty men is obvious. Saddam Hussein has made it quite clear that he will not hesitate to widen the Gulf war through acts of terrorism throughout the world. And coaches could be a soft target.

Coachmart has sought the advice of Customs and Excise on your behalf. Operators can help make their job a little easier, a little faster, and keep passengers a little happier in the process if simple guidelines are followed.

Yes, it's a pain in the neck. But if just one Iraqi terrorist bomb escapes notice after being planted on a British vehicle, the bitter truth of the Gulf conflict will be brought much closer to home than any one of us would like.

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BRIEFS

● DRIVERS are warned by the Freight Transport Association that there are no services throughout the entire length of the newly completed M40 between London and Birmingham.
Barn Hill, Ardley and Tetsworth services are unlikely to open before 1993. If drivers take the M40 as the shortest route to the Channel ports, then they face a trek of over 200 miles without parking, telephone, food, fuel and toilet facilities.

● HERTFORDSHIRE Bus & Coach Council is holding a dinner/dance on Saturday March 16, 1991. It will be at the Red Lion, Hatfield, Herts and friends or associates are invited. Tickets, priced £20, are available from Mrs L J Sapin, 35 Woodhall Close, Bengeo, Hertford, Herts SG14 3ED.

● SOVEREIGN Buses is placing 10 Mercedes-Benz 709Ds and 17 811Ds in service in the Harrow area. All have Reeve Burgess bodywork for use on London Transport tendered services. This £1 million order brings the number of Mercedes-Benz buses operated by Sovereign up to 50.

● A ONE-DAY seminar Coaching Thru' '92 will tackle the subject of EC coach package deal legislation on March 14. Organised by marketing organisation Stephen Rodgers, subjects discussed will include the Channel Tunnel challenge for operators, competition in a single Europe, and the thinking behind Euro Disneyland. Venue is Novotel, Coventry, and price is from SRM. Tel: 0225 442370.

● ZF's latest automatic gearbox development, designated EST 18, is an contol system which continuously optimises gearbox performance. It is designed to increase gearbox durability, improve consistency of shift quality and reduce fuel and maintenance costs. The first for the UK is installed in Halton Transport's Leyland Lynx II.

■BUYOUT

Brylaine Travel buys Sams of Skegness

AMBITIOUS and secretive Brylaine has bought Sams of Skegness in the latest in a string of takeovers.

Three coaches and two-mini buses together with leased premises are included in the deal, which reinforces Brylaine's dominant position in east Lincolnshire.

Director Brian Gregg, mastermind of the expansionist strategy, was not available for comment. However, it is known that the combined fleet is now in more than 35 after Brylaine added Hoggs of Boston and Atkins of Skegness last year (*Coachmart*, December 20, 1990).

Glaswegian Sam Ritchie sold his Sams coach business after eight years of operation. He told *Coachmart*: 'I got the offer, and with the opportunity to get rid of the whole business I made a quick decision.'

Mr Ritchie blamed the poor economic outlook for the speedy sale. Two leased Leyland Tigers from Close Asset Finance cost an extra £2,800 per year in interest. These were sent back.

Known as the Jolly Fisherman after the trade mark on his coaches, Mr Ritchie started with a Skegness Guest House before progressing into coaching with one minibus. He is on the regional committee of the BCC and a well known member of the Chamber of Trade.

Although retirement threatens Mr Richie said: 'It can't be any more work than the coach industry.' His son, Mick, is looking for new opportunity to use his CPC.

Brylaine has installed former driver Jeff Smith as Skegness depot manager to oversee the combined Sams/Atkins operation. The Brylaine name and livery is expected to replace the Jolly Fisherman in the near future.

■COACH

Tigers change their stripes

MIDLAND Red North is scrapping 30 Berkhof coaches and fitting newEast Lancs bus bodies to its Tiger chassis.

The Berkhof Everest 365-bodied B and C reg Leyland Tigers come from fellow Drawlane group member, London & Country. These high-floor luxury coaches are being transformed into 61 seat/26 standee buses for inter-urban services in the Cannock area.

Chris Hilditch, MRN managing director, told *Coachmart* that 30 rebodies cost the same as 14 new buses. The latest move builds on last year's success with 11 Tigers rebodied in similar style by Drawlane's East Lancs coachworks.

Berkhof bodywork goes on Midland Red's used Tigers.

Mr Hilditch said: 'We are very pleased with the reliability and economy of Tiger. It is a straightforward vehicle popular with fitters and drivers.'

■IN COURT

Coach driver jailed for deaths

A COACH driver has been jailed for a year by Lewes Crown Court after being found guilty of two charges of causing the deaths of a teacher and pupil by reckless driving.

Benjamin Elcock (64), of Camberley, Surrey was driving a Delro Coaches vehicle when he lost control of it and it overturned on an oncoming car. Two of his passengers - teacher Susan Farley, 38, and Thalina Smryniadas, 12 - died in the accident.

The court heard Elcock was warned of treacherous road conditions by lorry driver Steven Parker, who flashed his lights and waved at him as he drove at more than 60 mph down a wet and slippery A286 near Midhurst.

The Bedford coach, carrying 50 students and teachers, crashed into the bank felling a tree, spun and rolled on to a car. The car driver, Mr William West, escaped uninjured, but there were seven injuries and the two deaths among the coach passengers.

'He feels the weight of the accident very keenly,' said Franklin Evans for the defence.

■COACH

Hants contracts total £55,000

SEVEN contracts in the Fordingbridge area of Hampshire awarded this month to Buddens Skylark and Herrington's Coaches totalled nearly £55,000. This was a substantial saving compared with £95,000 in the first round of tendering, but an increase ;of £8,000 on the previous annual subsidy.

● Hampshire contract services in the Newbury area previously operated by Bee Line Bus Co have been re-allocated between Bee Line and three other operators - Oakley Coaches, Burghfield Taxis and Amport & District.

● Dial-A-Ride services in Eastleigh, Gosport and East Hampshire have been awarded to AMK Minicoaches with financial support from Hampshire CC, East Hampshire DC and the Rural Transport Development Fund.

BRIEFS

● **CONGRATULATIONS to Timothy Williams of Glyn Williams Travel, Gwent.**

He is the first with the right answer to the question on brake testing in the December 13 issue of *Coachmart*.

The problem was one set by the Vehicle Inspectorate for students on its PSV testing course at Bristol.

Not only was Timothy's answer correct, but a detailed explanation- right down to the calculation of laden weight on a vehicle registered before April 1, 1988 - clearly demonstrated his expertise.

Calculations involving service brake, secondary brake and parking brake were required - the critcial fail decision related to the inability of the parking brake to meet the criteria for braking force measured as 16 percent of laden weight.

● OPTARE will be putting its new 10-metre bus mounted on the MAN 11.180 chassis on show for the first time .

You will be able to view it at the Edingburgh Exhibition Centre on March 6/7.

● **HEALTH and safety at work is the theme of the Royal Society for the Prevention of Accidents' exhibition planned on June 18, 19 and 20 at the NEC, near Birmingham.**

Contact Glennis Kendall of RoSPA on 021 200 2416.

● BUSES, coaches and antique toys will be on display at the first Midlands Bus and Coach Show planned for June 30 at Walsall's Arboretum.

More than 150 PSVs are expected to gather at the show, with prizes for entrants in some of the classes.

Details are from organisers Transtar on 021 502 3713.

■MAINTENANCE

Brake and steering faults are blamed for PSV recalls

HALF manufacturer recalls on PSVs are caused by steering or braking faults.

The latest figures released by the Vehicle Inspectorate show 60 vehicle recalls in the six year period up to June 30 1989.

Response rate among coach and bus operators to recall campaigns is very high, but certain vehicles with less than 100 percent rectification rates are common to many small coach fleets.

Bedford YNT and Ford R series recalled as far back as 1984 have less than 80 percent recall rates on steering defects.

Bedford YMPs had brake problems in 1986. A potential fire hazard affected the full range built between August 1983 and October 16 - only two thirds of these had been rectified by May last year.

Seddon Atkinson Pennine and RU chassis built in 1974 suffered track rod cracks - response rate 63 percent.

An even lower response was achieved on MCW Metroriders - 20 percent on a 1988 steering box fault and 49 percent of 725 footbrake valves.

During the five years under review, four recalls were to prevent potential fire hazards and eight related to passenger doors.

Only one-third of all recalls achieved less than a total response. *Coachmart* will help improve the situation in the future by printing details of all coach and bus safety recall campaigns in future issues.

The Vehicle Inspectorate has agreed to supply information as soon as campaigns are launched by manufacturers.

Copies of the Response Rate Bulletin can be obtained from The Vehicle Inspectorate, PO Box 12, Goods Vehicle Centre, Welcombe House, 91/92 The Strand, Swansea.

It cost £15 per copy, including postage and packing.

■FIXTURES

Sealink Coach Rally may go continental

A CONTINENTAL heat may be a feature of this year's Sealink British Coach Rally - if plans to replace Harwich with a qualifying heat at the Hook of Holland go ahead.

'We will hold the Stranraer heat on March 17, but hope to encourage the participation of coach drivers from the European mainland if plans to move the Harwich heat to the Hook of Holland materialise,' said Barry Cooper, a rally organiser.

A date for the heat has been fixed for April 7. DAF will again be supplying the coaches at both heats, but it is planned left-hand as well as right-hand drive coaches will be used at the Hook.

The plans dovetail with the resources of the rally's main sponsor, Sealink Stena Line, which runs a ferry service between Harwich and the Hook.

Although the sponsoring company is now Sealink Stena Line, the rally is retaining last year's name and logo. It will be held at Mayflower Park in Southampton on the weekend of April 20/21.

First prize will be a car.

Prospective entrants should contact Barry Cooper on 0952-3644.

● The National Coach Rally will be held in Blackpool on April 13/14. *Further information from Edith Bearshaw on 0942 47305.*

Going Dutch: rally qualifying heat may be held at Hook of Holland.

■EMPLOYMENT

Drivers' dispute is settled

WESTERN National has settled its long-running pay dispute with drivers through local arbitration.

Company and union chiefs called in ACAS after pay talks reached deadlock. The firm had faced strike action and firm resistance to a driver pay deal from Cornish workers.

But the award - 8.5 percent for bus drivers and four percent for long-distance coach drivers - was accepted after a negotiation with ACAS.

WN managing director Martin Sutton said: 'We were simply not in a position to increase the size of the offer. I have every sympathy for the drivers.

'Everyone is having a tough time at the moment, but our pay award is determined by the financial position of the firm.'

■FERRY

Terrorist threats to cause port delays

OPERATORS were warned last week to expect more baggage checks as anti-terrorist measures hit cross-channel ports.

Fears of Iraqi-backed attacks in Britain have put customs men on red alert at both airports and docks.

And coaches will be caught in the security crossfire.

'Searches will obviously not be conducted on all coaches,' said a Customs and Excise spokesman.

'Each will be selected on the basis of a profile of the people aboard, the area the coach has visited and the length of stay, together with a 'wild card' element.'

The spokesman said that customs officials would still be checking chiefly for drugs, but that advice to drivers to be vigilant applied to the smuggling of any contraband.

A customs officer at Dover said operators could help to speed up checks by following a number of basic rules: 'Some drivers do not understand our pass system, either,' he said.

A yellow pass issued by officers to a returning coach meant passengers needed to take only their hand luggage and duty-free allowance through passport control.

A white card, he said, meant every piece of baggage had to be removed and carried through by its owner.

'Sometimes, we might tell the driver that beer can be left aboard, but that is up to us,' he added.

He said one of the worst problems was the baggage belonging to infirm or disabled passengers.

In some cases, this had been accidentally loaded into the carousel while the infirm passenger stayed aboard the vehicle.

With no-one to pick it up in the baggage hall, it became abandoned luggage, and would then have to be regarded as suspicious.

CUSTOMS' CHECK LIST

● Ensure that you have the keys to all lockable compartments and service panels. If they cannot be opened by you, customs officers will force them open.
● Ensure that beer is loaded separately, or before, normal luggage.
● Inform customs officers immediately if you have an infirm or disabled passenger aboard. They will usually be allowed to remain seated.
● Mark the luggage of disabled or infirm people clearly. If anyone is asked to stay aboard, their luggage must stay aboard with them.
● Ensure that passengers take all baggage with them when asked to do so, or they will have to return to collect it.
● If numbers of disabled or elderly passengers are being carried,write to customs at your port of entry beforehand if possible.

■FERRY

Dover may get new berths

DOVER Harbour Board may provide new ferry berths at the port if tests currently being carried out prove successful.

The world's busiest passenger ferryport is responding to operators P & O, Sealink and others who are countering the Channel Tunnel threat with bigger and better ferries.

Records for numbers of cars, coaches and people carried continue to be set.

Dover: tests may show need for new berths.

A £1.86 million project to widen and deepen berth 6 at Eastern Docks should be complete by August ready for the new super-ferries.

● SEALINK has bought a trailer-mounted public information display from bus destination board makers Vultron.

The sign is used to direct car passengers along the Eastern Docks.

It can be hydraulically raised and lowered, and can run independently of mains power supply.

■FERRY

Bigger ferries for service?

ISLE of Wight Ferries is hoping to put two bigger, purpose-built ferries on its Wightlink service.

The £8 million vessels - similar but a fifth bigger than the existing Caedmon, Cenred and Cenwulf ships - will take the equivalent of 122 cars on split decks, and 750 passengers.

Proposals for the design of the ferries were put before the Harbour Commissioners for approval, and the owners do not anticipate any difficulties.

■BRIEFS

● CROSVILLE Wales' Wrexham depot - still picketed by sacked drivers - will close on February 25.

Managing director John Rimmington said around ten jobs may be at risk in the move, but its buses and drivers will be transferred to Mold, Corwen and Oswestry.

The Mold Road depot is on the market at around £2 million, and the National Express-owned company cannot find an alternative site in the town.

Overheads and costs at Wrexham are said to be out of step with the 26-bus fleet which remains after substantial cuts.

● A PAY deal for drivers and conductors at the Bridgend depot of stricken National Welsh has been accepted in the face of threatened industrial action.

Union members originally voted to take action but backed off after a threat of dismissal from the company.

National Welsh's five remaining depots had accepted the deal.

● KENTISH Bus drivers have accepted a seven percent pay offer following fears they might strike.

The 230 Dartford and Northfleet depot workers had been warned of a bleak 1991, with £250,000 additional fuel costs.

Despite the original plans for industrial action, the T & G accepted the need for restraint, said management.

● COACH insurance specialist Chapman Stevens has moved its Bristol office to larger premises.

It will now be based at 24 Old Market Street, Bristol.

The company's telephone number remains unchanged.

BARGAINS

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A SELECTION OF NEW VEHICLES AT NEVER TO BE REPEATED PRICES

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DAF MB 230LB £87,000

DAF SB3000 £94,000

MAN 10.180 £69,322

USED VEHICLE SALE BONANZA

25 USED COACHES MUST GO! BELOW ARE SOME EXAMPLES

12 METRE COACHES

1989 DAF SB2305 Algarve, Full Spec, was ~~£85,000~~ now £You will not believe us when we tell you

1986 SCANIA K112 Berkhof Esprit, 53 rec, was ~~£82,500~~ now £Phone to save thousands

1988 VOLVO B10M ALGARVE, Full Spec, was ~~£85,000~~ now £You tell us

1987 DAF SB2300 DUPLE 340, 57 rec, was ~~£67,500~~ now £Make us an offer

P/X WELCOME

1987 LEYLAND TIGER 260 DUPLE 320, Full Spec, was ~~£84,950~~ now £Big Saving

1983 LEYLAND TIGER 245 PLAXTON 3500, Full Spec, was ~~£46,950~~ now £????

1980 LEYLAND LEOPARD DOM.I 535T, was ~~£17,950~~ now £!!!!

1979 AEC 760 DOM.II, 53 seater, was ~~£12,950~~ now £One only at this price

MIDI COACHES

COME ON DOWN, THE PRICE IS RIGHT

1982 FORD R1114 PLAXTON SUP, 49 seater, was ~~£16,950~~ now £????

1981 FORD R1114 DUPLE DOM., 53 seater, was ~~£12,500~~ now £!!!!

1986 LEYLAND TERRIER OPTARE SERVICE BUS, 33 seats, 8 standees was ~~£27,500~~ now £!!!!

1980 BEDFORD YMT DUPLE DOM II, 53 seater, was ~~£7,950~~ now £You tell us

1987 BEDFORD YMP PLAXTON, 35 seater, was ~~£14,950~~ now £One only

1987 MAN 8.136 REEVES BURGESS, 32 seater, was ~~£34,950~~ now £Give us a bid

1986 IVECO 315 ALGARVE, 28 rec, was ~~£36,500~~ now £Must sell at this price

1978 BRISTOL LHS SUPREME, 35 seater, was ~~£9,950~~ now £????

MINI

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PEOPLE

Colin Thompson, traffic operations director (left) and James Carney, financial director.

New fares at Reading

READING Transport has appointed former general manager of Yorkshire Rider, Colin Thompson, as its new traffic operations director.

Mr Thompson has worked for Newport Borough Transport and was deputy generalk manager at KHCT before joining Rider. He joins at the same time as former Gestetner financial controller James Carney, who is now Reading Transport's new financial director.

Gerald is the tops

GERALD Williamson, a 52 year-old Stevenage Bus driver, has won parent company Luton & District's 'Golden Bus Award' trophy - together with a £750 holiday voucher. Stevenage passengers voted him their favourite bus driver late last year.

Director for United Bus

UNITED Bus has appointed Dirk van Tol to the newly-created post of commercial director.

Mr van Tol, who has worked as a deputy director at Vianen-based MAN-VW for the last three years, was previously employed as truck sales manager at DAF Trucks. He will be based at UB's head office at Veldboven in the Netherlands.

Long server calls it a day

SOUTHERN Vectis' longest serving employee has retired after 51 years service.

Les Baldwin, who received an OBE in 1986, started as an apprentice motor mechanic in 1936.

After working as a coach driver, booking clerk and assistant manager, he became manager of Cowes-based Fountain Garage in 1964.

Fountain garage was taken over by Southern Vectis in 1969, and was returned to the private sector after its management buyout in 1986.

Victoria has new MD

WARWICK Hillman has been appointed the successor of John Millard as managing director of Victoria Coach Station Ltd. Mr Millard is due to retire at the end of March. One of Mr Hillman's responsibilities will be to implement a £3.7 million facelift for Victoria.

■COACH

Charterplan attacked over excursion prices

MANCHESTER operators have blasted Charterplan for low prices after the PTE-owned company launched its spring excursions.

Among excursions offered by the Greater Manchester Buses subsidiary is a day trip to France for £18 and a return trip to London - a distance of around 450 miles - for just £6.

A competing company says the price is ridiculously low, and that the cost to the industry could be felt for a long time.

'It's terrible that the biggest local operator should enter into this kind of competition,' said Derek Painter, partner in Mostonian Coaches. 'This will work out at about 50p a mile.'

Mr Painter said he ran successful London trips - including a mini-tour - last year for £11 a head: 'When Charterplan come along with prices like this, we all suffer. No doubt Charterplan will run a few trips using spare capacity then pack it in. It takes years to get the business back.

'The finger always points at the small operation when price-cutting is mentioned,' said Mr Painter, who runs three executive coaches. 'But it turns out that operators big or small are their own worst enemies.'

Lancastrian operator Rothwells International Travel also criticised Charterplan's cheap-rate trips. 'We read each week of coach companies on the brink of bankruptcy, and many operators running far too cheaply at rates of less than 75p per mile,' said a spokesman for the Heywood firm.

'We all know it is totally impossible to operate at these prices, let alone make a profit.'

Charterplan managing director Bill Naylor said the trips were being run at the right price in a difficult spring market - and a reasonable profit.

'In summer, you can get a better price but right now we have to run at a value which satisfies both Charterplan and the customer. We have to give them some incentive to buy, and that is the price.

'If others cannot afford to go out for these prices, that's something I cannot comment upon. I can only say that Charterplan can afford to run these trips.'

■TAKEOVER

King calls off takeover deal

FOLLOWING a cash injection from his family, operator Des King is not selling his four-coach Bulwell-based firm to Mark Newbury.

Mark Newbury, son of the local proprietor of Broomhill Coaches, Ron Newbury, said he was expecting to complete the deal in last week's *Coachmart* (January 17), having made a down payment for the troubled company.

But since the offer of more cash was forthcoming from the King family, the deal is now off.

'Earlier this year I became tied into a consolidated finance deal - the trouble is, if you fall foul on one agreement, you go down on the lot,' said Mr King.

He added that his financed vehicles had been repossessed by Close Asset Finance.

'Mark Newbury came along offering a cash injection and I took a deposit while he negotiated with the Yorkshire Bank, using his home as security.'

The company now intends to purchase secondhand coaches suitable for its contract base.

■COACH

Legal action

DUDLEY Coachways is taking legal action following an allegation on the BBC's Holiday '91 programme that one of its coaches was speeding. The company's solicitor will be asking for a retraction.

In the programme – which angered many operators (*Coachmart* January 17) – a reporter driving along the M6 said he was doing 70 mph...just as a Dudley Coachways vehicle passed his car. Dudley Coachways said several clients had commented on the programme.

Correction

WARNERS Bus & Coach has asked us to point out that the tendered service run by Cheltenham Coaches - reported in last week's news briefs - was a commercial route before Warners withdrew it.

■COACH AND BUS

Plaxton bus launch marks PSV manufacturing drive

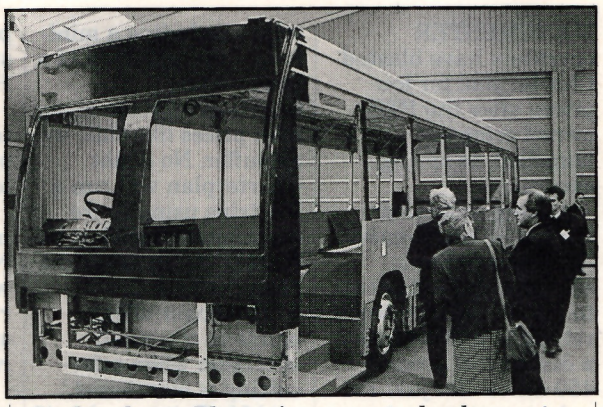
PLAXTON has made its first move into large scale bus manufacture by unveiling details of its long-awaited aluminium single-deck citybus body.

The stylish city bus, intitially based on Scania chassis, signals the start of a corporate drive to develop Britain's biggest coach builder into a major manufacturer of all PSVs. Consolidation of the strategy will come with the launch of a new double deck bus early in 1992.

Sales director Clive Hodgson told *Coachmart* buses would account for 30 or 40 percent of Eastfield production by 1993 - a major development for a company which sold some 550 coaches and just 50 Derwent buses last year.

Although the new single deck city bus will not be available to operators before June, Plaxton expects to sell up to 70 by the end of this year. Fifteen have already been ordered by dealer Stuart Johnson.

'I've no doubt at all that this new Plaxton body will quickly become a best seller,' said Mr Johnson. The 15 due to him will all be on Scania N113 chassis and powered by a 275bhp Scania 11-litre engine driving through a Voith or Scania gearbox.



Citybus: key to Plaxton's corporate development.

'We aim to establish the citybus in the UK first,' said Mr Hodgson. 'But this vehicle allows us to get into European markets and into markets where we've never been - especially the Far East.'

The new bus body has been designed to fit other chassis and Plaxton is currently talking to Leyland and Dennis about building on the Lynx and forthcoming Lance respectively.

Plaxton commissioned anonymous research of more than 40 major operators to find out what they and their customers wanted from a bus.

'The answer was a bus that was passenger-friendly and easy to maintain,' said Mr Hodgson. 'And that's what we will shortly be producing.

'We have learned from operators just what costs them money in maintaining bodywork and have addressed these areas. Rubber mounted glazing reduces the time taken to replace damaged windows. Small sections for the vulnerable front and rear corners speed accident repair and cut material and labour costs.'

Both two and one door variants will be offered. Maximum capacity for the one door version is 75 passengers - 52 seated, plus 23 standees.

All of the 11.4metre long buses will be built to DiPTAC specification as standard. Altro non-slip flooring is also standard.

Central to Mr Hodgson's future vision of Plaxton as a major bus builder is the company's size and resources. It currently sells three times as many coaches in the UK as its nearest competitor and has a total of seven sales, parts and service dealers throughout the country.

With the possible exception of Optare, as part of the United Bus group, that sort of back-up strength cannot be matched by any other bus builder currently supplying bodies to the UK market. A point that will be made very clear in Plaxton's marketing.

■BUS

Leyland Bus restructures

FOLLOWING the appointment of two new directors, Leyland Bus has split its operations into two distinct operating divisions.

Rodney Swarbrick will head up the newly created Leyland Bus Body Division. Mr Swarbrick (47) will have responsibility for all body related activitiy at Workington, including design, development and manufacture of single and double deck bus bodies.

Tommy Svensson (39) who has worked for parent company Volvo since 1974, will take control of the Leyland Bus Chassis Division, which makes the Lynx II underframe, Olympian and Volvo B10M chassis.

Leyland Bus managing director Ivan Wheatley said the restructuring was 'a very significant step in the continuing integration of Leyland Bus into Volvo. The future of Workington is a producer of bus bodies and chassis for Volvo Bus Corporation.

'We decided to split the functions at Workington into two sperate businesses because there are two distinct missions for the operations there. We could best achieve our targets by allowing each business to develop its own role.'

■EMPLOYMENT

Walter Alexander axes nearly 100 jobs at Falkirk

FALLING orders for buses have been blamed for another 99 redundancies at Walter Alexander's Falkirk depot, and changes in working practice at both Falkirk and Belfast.

The ailing service bus industry will lose a further 20 percent or more of its new bus orders, predicts body builder Alexander, and cost-cutting through 1990 has not been enough to counter this.

Alexander shed 100 jobs last September from its 700 workforce at Falkirk, but has invested £1.7 million - including grants - in its Belfast factory in the last three years. The Northern Ireland plant employs around 200 workers.

The redundancies will be phased over the next two months.

● SOUTH Yorkshire Transport has ordered a further 40 single-decks from Alexander.

SYT took 50 Volvo B10M Alexanders last year and says the reception from the public has brought the new order - to be used on Mainline and Rotherham routes.

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- And you only pay the Balance outstanding

STOCK REF	CHASSIS	BODY	SEATS	YEAR	MOT	(Bargains 2/3) LIST PRICE	(Bargain 1) OFFER PRICE
9036	Bedford	Plaxton	53	1979 (T)	–	£3,800	£3,125
0006	AEC	Plaxton	53	1977 (S)	9'91	£6,500	£5,350
0003	Leyland	Plaxton	41	1977 (R)	–	£7,000	£5,750
0007	Bedford	Duple	29	1980 (V)	9'91	£8,200	£6,750
9014	Bedford	Plaxton	53	1981 (X)	9'91	£15,150	£12,500
0014	Volvo	Caetano	51	1980 (V)	1'92	£19,000	£15,675
9013	Leyland	Plaxton	53	1980 (W)	8'91	£20,600	£17,000
9012	Leyland	Duple	53	1981 (W)	8'91	£20,750	£17,125
9011	Leyland	Plaxton	49	1981 (W)	10'91	£21,000	£17,320
9009	Leyland	Plaxton	53	1980 (V)	8'91	£22,400	£18,500
9010	Leyland	Plaxton	49	1981 (W)	8'91	£22,500	£18,550
0012	Volvo	Duple	53	1980 (V)	12'91	£23,400	£19,250
9033	Leyland	Duple	51	1982 (X)	2'91	£27,250	£22,500
0010	Leyland	Plaxton	49	1982 (X)	8'91	£27,250	£22,500
R028	Neoplan	Jetliner	49	1982 (PP)	5'91	£35,000	£28,875
R036	Volvo	Jonckheere	48	1983 (A)	11'91	£37,900	£31,300
R037	Volvo	Jonckheere	48	1983 (A)	11'91	£37,900	£31,300
R038	Volvo	Jonckheere	48	1983 (A)	12'91	£37,900	£31,300
R039	Volvo	Jonckheere	51	1983 (A)	6'91	£37,900	£31,300
R032	Volvo	Jonckheere	49	1984 (A)	12'91	£39,900	£32,900
R034	Volvo	Jonckheere	49	1984 (A)	12'91	£39,900	£32,900
R047	Scania	Jonckheere	49	1985 (B)	2'92	£49,400	£40,750
R044	Neoplan	Jetliner	44	1987 (D)	5'91	£54,500	£44,950
0004	Neoplan	Skyliner	71	1982 (PP)	4'91	£55,000	£45,375
0041	Neoplan	Skyliner	73	1984 (A)	5'91	£66,500	£54,850
0042	Neoplan	Skyliner	71	1984 (A)	11'91	£66,500	£54,850
0046	Neoplan	Skyliner	73	1984 (A)	11'91	£66,500	£54,850
0022	Neoplan	Skyliner	77	1988 (E)	12'91	Special price	£122,000
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More vehicles for Mayne

Dennis Javelins: all four have Duple 320 bodywork.

Warrior-bodied buses: on Leyland Leopard chassis.

A MAYNE & Son Ltd has a remarkable claim to fame as a coach operator and local service provider in Manchester for more than 50 years.

During the heady pre-deregulation days when Greater Manchester Buses absorbed North Western Road Car and Lancashire United, Mayne survived as an independent bus operator because of a long standing agreement with the former Manchester Corporation Transport Department.

Mayne's coach activities prospered during that period and the long established Warrington business of Coopers was taken over. The combined Manchester and Warrington coach fleet of 43 has been bolstered for 1991 with four new Dennis Javelins - its first.

These include one 39-seat 8.5 metre coach acquired from Yeates stock and three 11 metre 55 seaters which were the last of the old Duple stock held at Vicarage Road, Blackpool.

All four have Duple 320 bodywork. Traffic manager Gradyn Thompson explained the reason for the Javelin/Duple purchase as a combination of buying vehicles at the right price and acquiring respected bodywork: 'We very much like the 320 body. Towards the end of production they were just as good as Plaxton.' Ironically Plaxton Sales at Anston is painting the coaches in Mayne's red and cream livery.

Also new in the familiar colour scheme are three Willowbrook Warrior-bodied service bus bodies on refurbished Leyland Leopard chassis. The Warrior was selected after a trial vehicle with 1990 Mark I body on 13-year-old chassis. Mark II Warriors meet the need for buses to meet GMPTE specification at reasonable cost.

Mr Thompson said: 'We are pleased with the product at the price. There are no qualms about the Leopard for an indefinite period of years, and the body should last 10-15 years.'

Two of the new Warriors entered service towards the end of last year - the third is expected from Loughborough shortly. Previously, the three had old style Willowbrook bodies purchased new by Poole of Alsager. Mayne bought them from PVS, Barnsley.

Syd Dewhirst takes advantage of market

A DEPRESSED new coach market represents a good time to buy... according to Dewhirst Coaches managing director Syd Dewhirst.

'I don't understand why more people aren't doing it, because now is the time to purchase a vehicle,' he said.

Because the Bradford company operates an up-to-date fleet of four Volvos and one Leyland Tiger, Dewhirst prefers to buy one new vehicle each year. Said Mr Dewhirst: 'At least then you know what you're doing with them. You start from scratch and drive it in from new.'

Not only do drivers respect new coaches, but passenger response is also positive: 'Put a new coach on the road and it generates new business, particularly in the first year.'

Dewhirst's 1991 delivery from Plaxton Sales is a Volvo B10M with Plaxton 3500 coachwork to four-star specification.

Tables can be fitted if required, but the coach will normally be fully seated for tour work on behalf of Sunwyn Tours, of Bradford.

When selling the coach being replaced, Dewhirst benefitted from its reputation by selling privately to a local operator. The Tiger is the next in-line for replacement.

Last year Dewhirst bought a double deck bus-bodied Volvo with coach seats. Mr Dewhirst said: 'It has worked-out on private hire.' In addition to local trips, the 'decker has been to London a few times, but care has to be taken with routing.

You've been buying...You've been buying...You've been buying...You've been buying... .

Ensign orders new Dominators

ENSIGN Citybus fleetnames are the provisional signs of new ownership on the first of 24 Dennis Dominator double deckers ordered by Ensign Bus.

After sale to Hong Kong Citybus holding company CNT *(Coachmart* 621, January 10, 1991) the service bus operation of Ensign is the first to take delivery of the current Northern Counties style of bodywork to dual door specification. These 76 seat vehicles join one other recent Northern Counties-bodied decker in the 90 buses taken over by Citybus.

Traffic manager Paul Dipper said the new intake would enable ageing Fleetlines to drop-out of the fleet, following the cascade effect of the new Dominators entering service on London Transport route 62 from Barking and 248 from Romford.

A Gardner/Voith driveline is featured in the Dominator. This contrasts contrasts with the Cummins/ZF equipped Leyland Oympian tri-axle double deck air conditioned Alexander-bodied coaches supplied to Hong Kong Citybus for service to China.

Fifty percent of the Ensign Citybus fleet is now two years old or younger.

Padarn is first

THE first 10 metre Dennis Dart with Carlyle Dartline bodywork is in service with Padarn Bus in North Wales. A second is on order and Marchwood Motorways of Southampton has added one which joins its nine-metre variant already owned.

Padarn's Darts are for a five-year Bus Gwynedd contract won from National Express Holding's Crosville Wales.

Before delivery of the new buses, the service between Bangor and LLangefni on Anglesey had been operated with hired Leyland Nationals.

Dave Price, Padarn Bus manager said the fuel consumption on the 43 seat Darts was far superior - a National used 175 litres of diesel per day compared with 117 litres for the Cummins-engined Dart.

Formerly a taxi operation - trading as Cab Padarn for 13 years, the transformation to bus company came last October.

Driving staff increased by six to nine and 10 vehicles were purchased. All are painted in London Buses' style livery for school contracts and four Bus Gwynedd services.

Marchwood Motorways Darts are in Solent Blue-Line colours for services operated as part of a franchise arrangement with the Southern Vectis subsidiary.

DAF/Plaxtons are pride of the fleet

THREE new DAF/Plaxton coaches are pride of Pride of the Road's fleet as the Yorkshire operator continues to upgrade its fleet in the wake of a disciplinary hearing which reduced its fleet by four (*Coachmart* 619, December 20, 1990).

DAF power now features in the majority of its coaches.

The latest vehicles are based on rear engined DAF SB2305 DHTD

underframes with turbocharged 8.25 litre DAF engine and ZF S6-65 six speed gearbox with GV80 splitter.

Like all new DAF coaches, Pride of the Road's new trio have front disc brakes and standard three year unlimited mileage driveline warranty.

The bodywork is Plaxton 3200 with 53 reclining seats and low driving position.

They were supplied by Hughes DAF, of Cleckheaton.

Pride of the Road operates from garages in Huddersfield and Barnsley with licences for 28 vehicles.

Apart from the DAFs, it operates two Dennis Lancet 33-seaters, one Volvo/Plaxton and the distinctive former John Player Special hospitality coach.

This latter coach is an all-black low-mileage Bova to 28 seat executive specification.

It represents a sharp contrast to Leyland Nationals and minibuses which are operated by Pride of the Road when it carries out its local service work.

The Scots have a 'fare' sense of humour

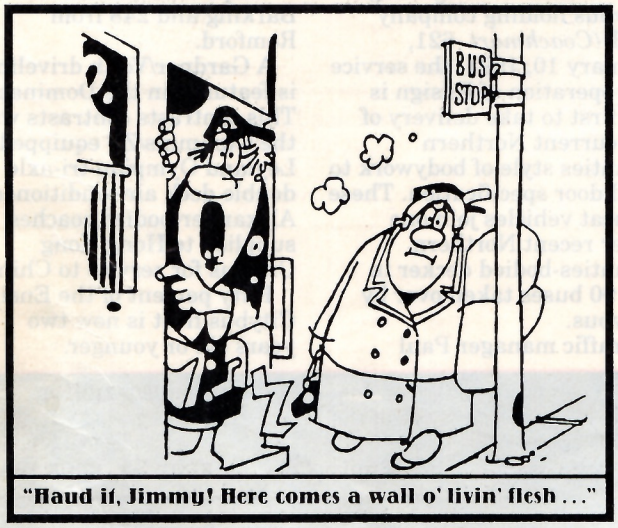
GLASGOW fared quite well as European City of culture last year... perhaps despite Strathclyde Buses' book of Glasgow Bus Culture.

How this litle booklet 'Your Wee Happy Book of Glasgow Bus Culture' escaped national critical acclaim is beyond *Mealstop*. Brim-full of classical Scots jokes, it's a treasure. And it's for charity, too.

In truth, it's a rag mag, and a good one at that. Like the joke about the Scot visiting Glasgow for the first time, and tagging along with a female bus passenger to help get to grips with the fare-paying passengers' lingo.

'Fares please,' says the conductor. 'Maryhill single,' says the woman. She gets her ticket. 'And you sir?' says the conductor to the Highlander. 'Angus MacDonald, married...'

More from the book next week. In the meantime get a copy from Sharon McEwan, PR Partners, Ashley House, 181 West Goeorge Street, Glasgow G2 4LW, for £3.99, post included. The charity, Cash for Kids, has already had £5,000 from sales, and contributions from soft Glasgow bus drivers.



"Haud it, Jimmy! Here comes a wall o' livin' flesh . . ."

● A CURIOUS letter from Pakistan arrived at the offices of National Express a couple of weeks ago.

Express coaching services like NatEx are, of course, quite used to getting curious letters from the public, but the Far Eastern postmark really had them guessing.

The writer was Mr J. Iqbal, of the Ravi Club in Sahiwal. By his own admission, Mr Iqbal is a tennis nut, he explains. Among his successes, he lists the impressive Junior Pakistan Championship title of 1985. Enclosed with the letter were photocopies of an even more impressive array of medals and certificates.

Mr Iqbal registered his disgust at the demise of the Pakistan Junior Championship - and indeed many major tournaments - and wondered whether NatEx could help. He wanted to go world class. Could they provide him with some COACHING.

The courteous reply explained to him the confusion in terminology, but promised him every assistance should he ever need transport to Wimbledon. Anyone for Dennis?

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The message is all important

From George Burnett

SIR

I refer to the letter from Bill Potter in *Coachmart*, January 10.

It is quite understandable that in the article to which he refers, *Coachmart* chose to cover two separate initiatives, the launch of Surrey Country Council's Transport Plan and the Bus and Coach Council's Buses Mean Business campaign.

Indeed, many of the suggestions proposed by the BCC are reflected in the short and medium term measures for public transport to be found in Surrey's Transport Plan.

Consequently, it is most unfortunate that Bill Potter chose to put pen to paper without properly reading the contents of your article. Had he done so, he would have realised that the 'graffiti stunt' to which he takes such exception is part of the BCC's campaign and is nothing to do with Surrey County Council.

I understand that the BCC are encouraging people to sign the bus shown in the picture, which has been touring the country, to express their support for bus travel in general, and that this 'officially sanctioned' piece of vandalism appears to be taking place at Brighton in East Sussex, some distance from Surrey!

On a more serious note, with such important issues as the environmental problems caused by traffic congestion at stake, which all of us involved in transport, whether as operators, local authorities, planners or central Government, need to address, it is a pity to divert attention from the main message of the article by misdirected accusations of irresponsibility.

GEORGE BURNETT
PASSENGER TRANSPORT CO-ORDINATOR
SURREY COUNTY COUNCIL
TRANSPORTATION PLANNING UNIT
COUNTY HALL
KINGSTON UPON THAMES

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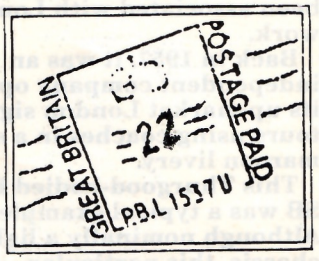

The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Missing the point

From Henry D Liebner

SIR

I was most interested to read the letter from James Ian McCutcheon commenting on what I wrote in *Coachmart* December 6. It seems that I must have hit a nerve of Mr McCutcheon's as his letter filled three quarters of a page! (*Coachmart* January 3).

Besides its length, the letter failed to mention the main purpose of what I had written. I was drawing the reader's attention to the fact that in Northern Ireland the bus manufacturers are expanding whereas in mainland Britain they are taking generally a battering.

First and foremost, I do not condemn Northern Ireland's bus industry in taking opportunities to sell their products to mainland Britain. Nor do I believe it is wrong for a mainland British operator to buy a product from Northern Ireland.

I cannot come to terms with the Government's concern for fair trading and healthy competition within the bus industry when they take no interest whatsoever in their home manufacturers. They allow Northern Ireland bus body manufacturers to have a healthy home industry with its capital grants for Government-owned Ulsterbus/Citybus; no de-regulation, no privatisation, no break up of its operators etc etc.

I know that Northern Ireland, which incidentally is not part of Great Britain, but part of the United Kingdom, does have different rules and regulations (for instance: they still have the old rating system instead of the community charge). I do believe that the bus system in Northern Ireland is unfair when it affects the bus system this side of the Irish Sea.

HENRY D LEIBNER
12 SHRUBBERY GARDENS
WINCHMORE HILL
LONDON
N21 2QT

Badgerline joins garage debate

From K N Ahlers

SIR

I am writing further to your report (*Bus Business* 12 January or *Coachmart* 3 January) of the opening of Drawlane's new bus garage in Croydon (see above). This is reported as the first new purpose-built bus garage to be built in Britain since privatisation in 1985.

For the record, may I advise that the first such new garage was that opened by Badgerline Limited in Weston-super-Mare on 2 January 1987.

The new depot was built on a green field site at the cost of £1 million. And at the same time a total replacement of the conventional vehicle fleet led to the introduction of 36 new Volvo buses and coaches at a cost of £3 million.

While we congratulate Drawlane on their investment, I hope you will understand our desire to see the record put straight.

K N AHLERS
MANAGING DIRECTOR
BADGERLINE LIMITED
BADGER HOUSE
OLDMIXON CRESCENT
WESTON-SUPER-MARE
AVON
BS24 9AX

Nostalgia Corner

THE Evan Evans name has long been associated with London tour work.

Back in 1957, it was an independent company operating its up-market London sightseeing tours using coaches in a smart maroon livery.

This Thurgood-bodied Bedford SB was a typical example. Although nominally a light-weight chassis, this particular combination manages to convey the required image of solid dependability.

Later the company was acquired by Wallace Arnold, but passed to Insight International Tours in 1983. From this point Evan Evans stopped operating coaches. Instead it is a tour organiser specialising exclusively in incoming tourists.

In 1984 Insight became part of the ADT Group. However, the Evan Evans name continues to be seen on the side of coaches. Ten Mercedes Benz 0303s operated by Redwing are in Evan Evans colours for London sightseeing and one Caetano/DAF owned by Andersons (*Coachmart* 613, November 8, 1990) is similarly painted for a four day tour of the UK.

Photograph supplied by Alistair Douglas

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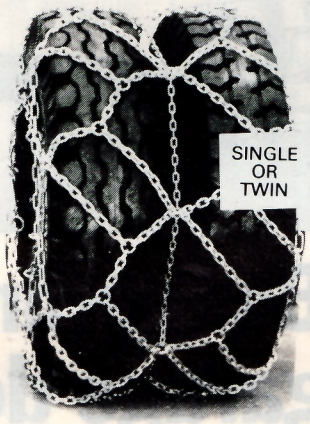

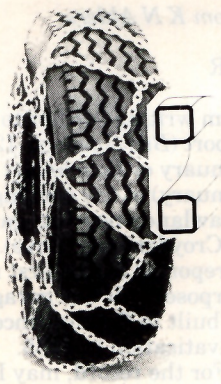

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How to avoid Armageddon

TWO weeks ago I suggested that checking out the reason for inability to settle trade accounts promptly would avoid businessmen unwittingly treading the first steps on the road to bankruptcy. Indeed, they would be redirected on to the highway of profitability.

Many wise operators will never even do this consciously, for, by completing monthly management accounts, any deviation from the route to profitability will be instantly detected.

What I am driving at is that sensible businessmen work constantly to avoid the backlog of bills and the traffic jam of borrowing. Consequently, they do not have to make up for lost time on the highway to profits.

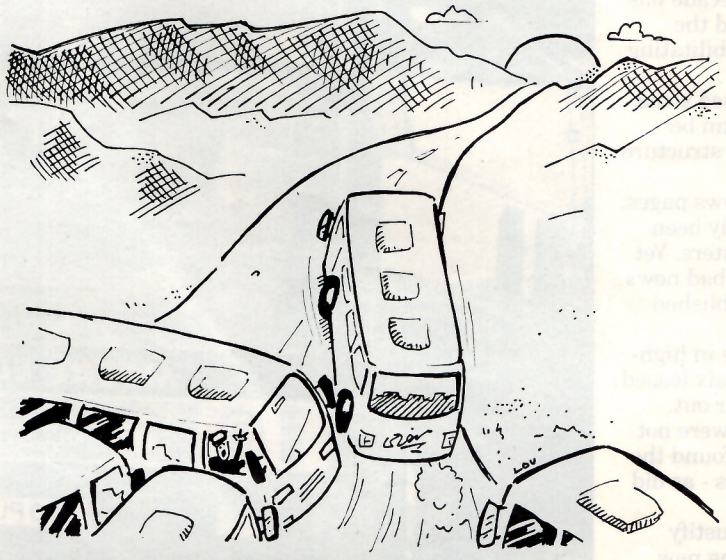
If, however, a business has unwittingly advanced to the more critical crossroads which I described last week, they still may avoid imminent bankruptcy by taking the sort of drastic action outlined - preferably devoted attention. But, by that time, there will be a pile of past debts to be repaid from future profits.

Don't keep all your eggs in one basket – have a broad portfolio.

Yet this is hopeful, for the past debts arose from unprofitable operation, and to be in profit is, itself, an achievement.

But compared with the business which had never dropped into loss, this one is already miles behind and finds it hard to get up speed due to the overload of debt. Such is the penalty for neglecting to properly steer the business in the past, but at least it is still up and running.

At risk of repeating myself, the owners of a business in this situation have to accept that it was their old ways of doing things which got them into a pickle, that they have a lot to learn and a lot more to put into practice if they are to fully recover. They do not have to just be as good as anyone else to survive in a competitive market. Such a business is still servicing the debt of two, three, five or whatever years of trading without due care and attention. Their profits have to be better than average to pay off the charges and capital of this burden.



'A traffic jam of borrowing blocks the highway to profit.'

This will be far from easy as it involves a mental readjustment and perhaps harder work than before. But, if successful, it will have redeemed the family fortune from hock. Survival, on any terms, is surely better than ignominious bankruptcy.

Does this imply that bankruptcy is always avoidable? Sadly, it does not. For there is a point of no return - or perhaps two versions of it. Businessmen who have sailed on regardless of all the signs of impending disaster will suddenly find the brakes applied for them when their bank calls in the overdraft or a creditor, or creditors, petition for bankruptcy. They will find, at great cost to themselves, their balance sheet critically examined and little allowance given for recovery time. In most cases this will be Armageddon.

The other version of the point of no return is where a business has blithely reached the point I outlined last week, and then stopped and taken stock. Despite all the drastic surgery it may then implement, the burden of past debt may be too great for future profit to bear. Sadly, this can not be determined with precision, for who can truly predict future profitablity? An upturn in the economy, a new contract or even the crash of a competitor could be just enough to keep a determined business, where past failures have been recognised, alive on the road to recovery.

While I am critical of businesses who propel themselves over the first form of the point of no return - for the injuries inflicted on themselves and others; there has to be a sneeking admiration for those who have recognised the problems, addressed them, and then soldier on knowing the risks they take. Trying to save something from the wreckage of a lifetime's work, knowing the hazards, is surely more commendable than financial motorway madness.

The trick is, of course, to never get near either of the points of no return.

Now, critics will complain that I have ignored two important points: that business is a risk and that disasters can be caused by the actions of other parties. Let me therefore close this series by addressing them.

Yes, business is a risk and, generally, the greater the risk - the greater the reward. But not all business is a risk and, surely, the super rewards from one area of risk should be used to fund the next calculated speculation. In other words I argue for not having all the eggs in one basket; what investors might call a broadly spread portfolio. Then, if one of the ventures fails to deliver the aspired rewards it will show up at an early stage and remedial action can, and will, be taken. Who, but an idiot, continues to back a loser?

Similarly, upsetting actions of others should normally be detectable and actionable before they cause total disaster. It is, as I and others have commented in *Coachmart* over the years, all too common to find bankrupts blaming others for their misfortune. One, once well known, industry figure, rings me up from time to time and asks me to write in this column, presumably as an aid to his rehabilitation, how others caused his downfall. This I steadfastly refuse to do, for the fact is that, as a spectator, I can see how he ignored all the warning signs until it was far too late to do anything but go, spectacularly, bang.

Don't fight the bank manager – put yourself in his chair.

I try not to draw morals for they are not generally well received, but given the gravity of this subject, I break my self-imposed rule. Seeing ourselves as others see us is, I think, one of the hardest things in the world to achieve. But if bankruptcy is to be avoided in these perilous times, that is exactly what many small businessmen need to do. Don't fight the bank manager, instead, put yourself in his chair. Would you lend money to your business if you were him and he were you?

If you can honestly put yourself into that position and then, if the answer is 'no', go on to ask yourself what needs to change to make the answer 'yes' - you are well on the way to declaring bankruptcy avoidable rather than inevitable.

Striking the right balance

Is there an ideal size for a coach operation? Mike Morgan examines the evidence available in an industry where the pace of change is hotting-up.

DEEP recession in high value consumer spending is forcing the accelerator of change first activated by coach and bus industry deregulation.

The pace of change inflicted on the coach operator during the past decade has weakened the resolve of some and the ability of others to survive the debilitating effects of depressed demand.

But not all have suffered - indeed some have prospered. Why? Pointers can be found by looking at the changing structure of the coach industry reflected in *Coachmart's Fleet Update* and news pages.

The headline makers have sadly been liquidation and bankruptcy disasters. Yet more business for the receiver is bad news for the coach industry. Long established names have gone. HE Craiggs restructured in 1990 to specialise in high-spec tour work for a season with six leased vehicles, but failed to see the year out. Seventy two years of experience were not enough. Moores of Sleaford also found the going tough with high value tours - as did GB Hirst and Antler Holidays.

High value work is needed to justify new coaches. Difficulties financing new vehicles has had a devastating effect on the supply side of the industry.

However, the coach holiday market is vast and lucrative for the big players like Wallace Arnold and Shearings. Witness Shearings' own survey (*Coachmart* 615, November 22, 1990) which points to a massive market worth £500 million a year. Operators should be encouraged by an ageing population, new opportunities in Eastern Europe, and the potential to move upmarket. Short breaks are identified as the trend for '91. Robinsons of Great Harwood has an expanded tour programme with four day breaks for the first time, and Horseman Coaches of Reading has abandoned extended tours. 'They are too costly to promote,' says managing director Keith Horseman who has moved in favour of short breaks.

Less glamorous coaching activities have been hard pressed to produce a sufficient return to fund new vehicles. Operators are persuaded to make the best of existing resources by looking for extended vehicle lives through refurbishment.

AL Moore Ltd: one of the victims of a changing industry.

Indeed a series of takeovers has resulted in a reshuffling of vehicles before new investment can be justified.

Midland Fox's ever growing portfolio absorbed coach operators falling upon difficult times - Foxhound, Shelton-Osborne, Fairtax (now controlling Blands of Stamford), Tellings Golden Miller, NWP, and Kimes of Folkingham's coach tour activities. The latest Fox buys are V&M Hills of Nuneaton and Antler's client base, together with Cardiff's Globe Heath Coaches. Fox has interests outside its Leicestershire heartland, covering an area bounded by South Lincolnshire, London and South Wales. A strategic spread stretching the catchment area for coach tours and breaks marketed under the umbrella name, Ambassador Royale.

Explaining Globe Heath's motivation for joining a big group, Tellings Golden Miller managing director Steve Telling said: 'It wanted to expand but saw the advantage of belonging to a large group of companies with the resources of Midland Fox behind them.'

East Yorkshire Motor Services of Hull went along the same road taking into stock a clutch of companies in Humberside and North Yorkshire. Hull's municpal operator Kingston Upon Hull City Transport expanded its Kingstonian coaching activities when it bought York Pullman. Across the Pennines, Rossendale now owns Ellen Smith, reinforcing an unstopable trend towards larger groupings.

Purchase of Clacton-based Kemps of Clacton brought the Hedingham Omnibus fleet up to 62 - allowing economies from interworked school contracts. Brylaine's acquisitions in Lincolnshire present

similar advantages, particularly with the more difficult seasonal fluctuations experienced by Atkins of Skegness.

Some large bus orientated companies diversified into coaching, either in search of the illusive pot of gold, or that so-called low cost unit. The eagerness of some has created uncertainty for coach customers and driving staff into the bargain. Names change, wages change, new management is brought in. Job security for established professional drivers is threatened.

Good staff are being lost from the industry - possibly for ever. Others queue for jobs with companies offering perceived security or have been lucky enough to land a job with a new breed of up and coming companies like DunnLine of Nottingham or Peter Smith's PC Coaches of Lincoln.

Dunnline's turnover has shot up from £100,000 to £1.7 million in six years under Bob Dunn's stewardship. PC started in 1978 with one old coach and has grown to become Lincoln's largest operator with 18 vehicles and a turnover lifting-off beyond £320,000. Peter Smith believes personal control and sensible pricing policies are the key to success. His company has diversified into the full range of coaching activities, being careful not to place too many eggs in one basket.

Although still a young company, Midland United of the West Midlands is moving in the right direction by exploiting business opportunities with a specialised quality service - fleet size has grown to three in as many years.

Eric Parkin at Thornton Dale has carefully nurtured his four coach operation in the very difficult market in the Vale of Pickering. Attention to details like service, punctuality and presentation come before high cost new vehicles. This policy is beginning to pay-off - two extra vehicles being required.

Small vehicles provide a suitable formula for new entrants and coach business growth. Central Coaches, Co Durham, manager Alec Voy said: 'People will pay the extra.' He believes there is a future in Optimo size vehicles for private hire. Central Coaches has been around 30 for years, having exploited successfully the opportunities of being in Newton Aycliffe new town.

KMCT: brought York Pullman and Kingstonian together.

Good staff are being lost from the coach industry – probably forever.

A much newer entrant is four-year-old Essbee Minibus Hire. Again small coaches have reaped a good harvest - the Glaswegian operation expanding to 14 vehicles with a maximum size of 25 seats. Partner Brian Smith said: 'We concentrate on executive private hire - no contracts of local service.'

Bluebird flew into north Manchester two years ago using mainly small vehicles on local service work. General manager Mike Dunstan finds Bluebird is a victim of its own success. 'Our 21/25 seat minibuses are often full to capacity,' he said.

Deregulation of local services granted opportunities grasped by many other new entrants to the industry. Some fell by the wayside, but others kept growth within manageable proportions and prosper - Greater Manchester's Pennine Blue had its O-licence increased to 10 before Christmas. Both Bluebird and Pennine Blue see scope for expansion with full size coaches for private hire. One has a secondhand Leyland Leopard, and the other a new Dennis Javelin/Caetano.

One thing for certain is that the pace of change has not slowed down. Coach operators will come and go. Others will contract, a few will stay where they are, but several will continue two identifiable trends as predicted by Scancoaches managing director Marcus Ruulio. He prophesises the death of medium-sized coach companies as the industry polarises towards large multi-nationals or small companies providing a specialist service (*Coachmart* 615, November 22, 1990).

There is little evidence so far of a growth in multi-nationals. But there are identifiable trends towards large groupings on the one hand and small specialists on the other.

Optimum size for a small operation depends upon too many variables to be precise, but fleets around the 20 mark look about right for many owners if they are to retain control - a key factor in business survival.

Coach holiday market: vast and lucrative for the big players.

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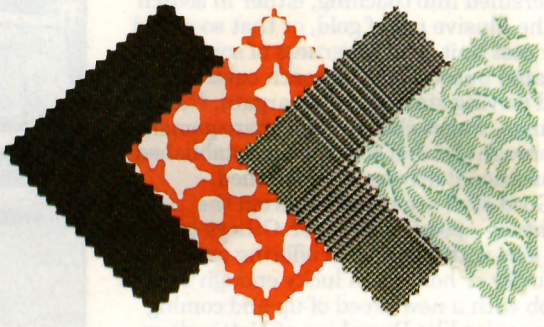

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How to create the right impression

Image is an often neglected factor in helping companies gain more business. Rod Davey investigates how you can help improve your public profile.

IMAGE is much more than a coach livery - and it is concerned with not just how we project ourselves to the general public but how the public react to our efforts and the picture it paints in their minds.

Scruffy staff as well as scruffy coaches may put the potential punter off. But there's also the issue of repeat business. In this respect it's not what you do, but the way that you do it.

You may provide your staff with a smart uniform for British and continental tours - and in the end be let down by the driver. He may be technically the best driver in the world – but you can bet your life you'll get complaints about his driving, whether real or imagined.

Projecting the right staff image does not end with buying uniforms. But it also goes beyond the driver shining his shoes and combing his hair – it is just the beginning. We've got to educate him.

Marketing at the point of sale is more readily understood if your operation has a travel agency office. If it's scruffy you wouldn't expect to sell many holidays.

We're talking repeat business – and the point of consumption is just as important. Ensuring your driving staff know how to handle your clients gives depth to the image a smart uniform provides.

Castle Donington-based Boyden International runs a day-long customer care course. It aims to set drivers up to constantly monitor their own performance. The emphasis is on the 'people' element of the marketing mix.

People are not only the cement that holds the marketing mix together but are important in that they are both the transmitters and recievers of 'images'. As

Dave Parry's travel agency: creating the right image.

Boyden's says to its drivers: 'From the moment the customer is aboard you are Boyden International. The standard drivers obtain is the standard the company is judged by. Put people first and the rest will follow.'

Such training should deal with solving problems on tour and dealing with difficult clients - as well as keeping clients entertained and happy on the long coach journey.

Customer care training should really be the icing on the cake. Bus and Coach Training offers driver training courses and National Vocational Qualifications. As well as driving and safety, the courses cover promoting the company through appearance and behaviour; assisting passengers with special needs; controlling difficult passengers; and operating passenger control systems. BCT's NVQs also cover the legal requirements for PSV drivers and passengers.

Brochures and timetables are also important for 'image' projection – well covered by specialist firms supplying the industry. Straight advertising is another, but resourceful operators find other ways.

Believe it or not it is possible to enhance the corporate image when problems such as accidents and breakdowns occur which are reported in the press. If handled correctly, the press can be the key to enhance the corporate image at other times, too.

Good old road shows, dusting down the fleet flagship and standing it in the local shopping area, is another means of coach promotion.

Where I live and work in Peterborough Shaws of Maxey and Peterborough Travel Consultants, as well as many other local operators, pay the council a mere £80 and get a day's standing in busy Cathedral Square. All the time in the world to get your company name and the products you offer over to the general public.

What operators say

WALLACE Arnold's managing director John King was general manager of National Holidays before taking up his current appointment over five years ago. He had turned around a large coach operation making losses into a successful enterprise.

Many operators don't do much to help destroy the old coaching image of dirty, scruffy, smelly and unreliable coaches,' said Mr King. 'I think coaching is generally good, only we don't tell the public often enough.'

Mr King's strategy to improve Wallace Arnold's image included standardising no less than nine different liveries into one recognisable corporate identity. .

'Our Wallace Arnold livery now promotes a bright and cheerful image - creating a feeling of trust which combines progress with traditional values,' he said.

Mr King suggested room for improvements in any operator's image were to be found by paying attention to depots; improving the telephone manner of staff; and use of a translatable livery logo style for corporate stationery.

Didsbury-based Bee-Style Coaches joint proprietor Ray Butcher claims he is one jump ahead in the image game: 'We've had executive minicoaches fitted with tables since the Seventies.'

Bee-style drivers wear black uniforms, with blazers and ties embroidered with the company logo. But with Nostalgic Travel, the company goes even further. Operating an AEC Regal IV/Burlingham Seagull and a rare 1948 Bedford OB/Plaxton, Nostalgic drivers wear period uniforms.

'They are grey with regimental-style maroon cuffs and collars and emboidered with Bee-Style/Nostalgic Travel badges,' said Mr Butcher. 'Image has always been important to us.'

With more than 10 vehicles, Southampton-based Summerfield Coaches won a Coachmart award - largely due to the proactive marketing of its lively managing director Alan Rowe. 'A lot of coach firms are not professional enough. Firms in other modes such as the airlines are, so why aren't we?' asked Mr Rowe.

During the Sixties Mr Rowe's rock music agency ran

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dances at the Guildhall, handling acts including the Rolling Stones. So not surprisingly he is experienced in using the press to his advantage.

After watching an episode of East Enders which showed a scruffy coach driver smoking at the wheel, he sent a press release to the local Evening Echo, read by most of his client base, saying it denigrated the whole coaching industry.

Another PR coup was made when he opened his present premises. 'I got a four-page pull out in the local newspaper and it didn't cost me a penny,' he said. 'The whole thing was funded by my suppliers and business associates, who bought advertising space.'

Alan Rowe is justifiably proud of his bare-faced cheek. 'What turned things around for the firm in 1981 was a promotion I ran inviting foreign ambassadors from London embassies for a trip to World War I graves on Armistice Day,' he said.

'I used Great War authoress Rose Coombes, who was involved in the War herself, as a courier. I got a free ferry crossing from the ferry company and we were treated to free banquets in Ypres. It gave me and everybody else involved columns of editorial coverage - I could never have afforded the advertising space.'

Emphasising need for change

WRITTEN by John Hibbs and published in soft back by Croner, Marketing Management in the Bus and Coach Industry is a reference work for the operator to strengthen his marketing and image-building.

It is also an extremely useful tool for those transport managers gaining CPC exemptions by election to the Chartered Institute of Transport. The book explains the concepts for marketing in the bus and coach industry.

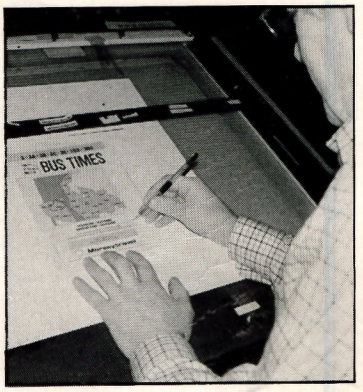
Professor Hibbs writes an extremely useful section on 'managing at a distance,' which covers the importance of point of sales staff. But he first highlights problems in this area, saying: 'Clearly there is something wrong with an industry whose staff take pains to discourage sales by sitting with the doors closed, smoking a cigarette and reading a newspaper while passengers queue outside in the snow.'

Customer care: need for change.

Pointing out the lack of immediate supervision, Prof Hibbs emphasises the need for a change in culture away from merely providing the service and towards the consumer. Internal marketing should be carefully used to engender a positive esprit de corps.

Perhaps the section most adaptable for pure management reference purposes is the checklist of marketing concerns which is followed with some useful notes on questionnaire design.

Your image in print



Pindar Graphics: a long history of producing literature for the bus, coach and rail industries.

LACK of passenger information has been at the forefront of bus user criticisms of the results of deregulation.

BusWatch survey found an alarming lack of timetable availability. In local bus operation most operators are loath to publicise the services of their competitors. But now the responsibility of local authorities to produce such information has all but ceased, the onus falls upon the operator.

It's so simple to get them knocked up. Specialists exist in the market who print and design them.

Pindar Graphics of Preston has had a long history of producing timetables for the bus, coach and rail industries. 'Whether the operator is large or small, we can help them in the design and production of all their literature.' says Vin Almond of PG. Timetables are quickly produced with typesetting using laser technology, allowing the introduction of background tints, and a wide range of typefaces. The company accepts copy either as a manuscript, which is then typeset with proofs supplied for approval, or the operator may supply the copy on a computer disc.

Uniformity for consistency

AS well as image-building uniforms have the added advantage of ensuring some sort of minimum standard of smartness The operator is spoilt for choice.

John Handley Uniforms in Leeds manufactures its uniforms and sells direct to the operator. With recent expansions in its warehousing and manufacturing capacity, its large stockholdings mean uniforms may be ordered at short notice and quickly dispatched.

John Handley emphasises the links he establishes with coach and bus operators, whether large or small - and says he is able to guarantee continuity of supply with this policy. 'This allows a supplier like ourselves to offer competitive rates whilst controlling quality and delivery,' said Mr Handley.

Birmingham-based Eclipse supplies custom designer jackets which can be ordered in no less than 18 corporate colours and personalised with its in-house embroidery service. The company is offering a 10 percent discount to *Coachmart* readers ordering Eclipse custom jackets throughout February.

Cimara in Leeds says the industry's requirements are becoming increasingly more sophisticated. 'We have found over the last few years that drivers are asking for more stylish and comfortable uniforms that

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are easy to care for,' said managing director Mark Harris. 'And we cater for operators who require a managed and stock-backed system that needs the minimum of handling from their end.'

Allen & Douglas provides with a fast mobile fitting service operators. The company uses a variety of vans with walk-in-walk-out facilities which include changing rooms on both large and small contracts. The facility is so advanced that Allen & Douglas now have a Leyland DAF demountable with hanging and racking for up to 1,000 garments.

Blue Bus Clothing is a division of Great Yarmouth Transport - the only clothier which is part of an operating bus company. But it supplies to many other operators and claims its experience as a bus operator gives it a real insight into what the coach and bus industry needs and demands.

Female drivers can now be supplied with tailored driver's outfits supplied through Initial's Workwear Management Service. Its clothing is claimed to be functional, hardwearing and comfortable while presenting a smart corporate image.

Cleaning Tokens Ltd says that 87 percent of staff in the transport and travel industry are supplied with company-issued clothing - yet few operators appear to have considered the long-term appearance of their considerable investment. CTL sells cleaning tokens which may be issued to staff to cover the cost of cleaning specific items of uniform.

● Deb cleaning products is offering new rally jackets in its Clean Up - Wrap Up' promotion which runs until April. All the customer has to do is ask their Deb distributor for a 'winterline' promotion pack and collect the attached points vouchers.

Uniforms: should ensure the minimum level of smartness.

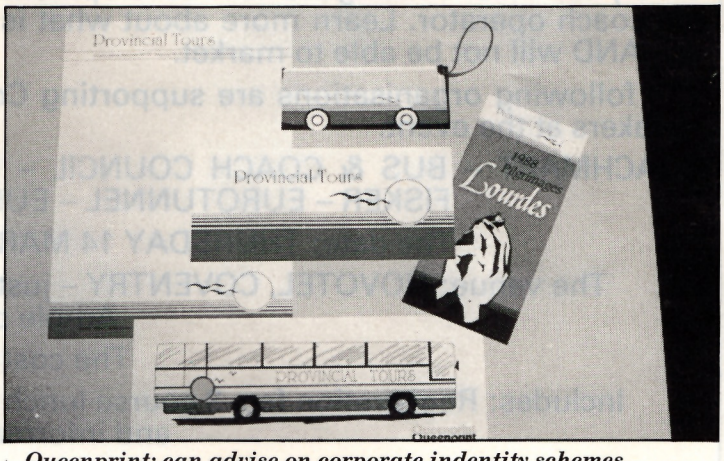
Make sure you keep consistent

EVERY item connected with your company has 'image'. Time and money have been spent on creating that image - but very often with the passing of time different items acquire different images, each designed without regard to the other.

It may be that the coach livery does not match the uniform - and the brochure looks different again and does not tie in with the press ads.

If all the cost and effort had been devoted to a consistent style, or corporate identity, then each item would promote every other aspect of the business and the total effect would be enormously increased. .

Queenprint, more usually known for the brochures it produces for coach and bus operators, is willing to advise on corporate identity schemes and will cost these for you.



Queenprint: can advise on corporate indentity schemes.

Such 'corporate identikits' could increase your effectiveness the same time as reducing your costs.

Useful contacts

Allen & Douglas,
Compton Park,
Wildmere Road,
Banbury,
Oxon OX16 7JT.
Tel: 0295 262063.

Blue Bus Clothing,
Great Yarmouth Transport,
Blue Bus Depot,
Caister Road,
Great Yarmouth,
Norfolk NR30 4DF.
Tel: 0493 844928.

Bus and Coach Training (BCT) Ltd,
Gable House,
40 High Street,
Rickmansworth,
Hertfordshire WD3 1ER.
Tel: 0923 896607.

Cimara Ltd,
Grape Street,
Leeds LS10 1DN.
Tel: 0532 433855.

Cleaning Tokens Ltd,
43/44 Bancroft Hitchin,
Hertfordshire SG5 1LA.
Tel: 0462 458966.

Croner Publications Ltd,
Croner House,
London Road,
Kingston-upon-Thames,
Surrey KT2 6SR.
Tel: 081 547 3333.

Deb Group Ltd,
Belper,
Derbyshire DE5 1JX.
Tel: 0773 822712.

Eclipse Casualwear Ltd,
Eclipse House,
77 Holyhead Road,
Birmingham B21 0LG.
Tel: 021 554 9898.

Initial UK Ltd,
Initial House,
150 Field End Road,
Eastcote,
Middlesex HA5 1SD.
Tel: 081 868 1616.

John Handley Uniforms,
The Handley Group,
49 Lupton Avenue,
Leeds LS9 6EG.
Tel: 0532 488755.

Pindar Graphics plc - Print (Preston),
1 Garstang road,
Preston PR1 1JA.
Tel: 0772 58391.

Queenprint,
Cow Lane,
Oldfield Road,
Manchester M5 4NB.
Tel: 061 745 7772.

COACHING THRU 92

A day seminar devoted to the Coach Tour Industry in the 90's

1992 will herald a new era and significant changes for the Coach Tour Industry and will have far reaching implications on the way we conduct our business. Our responsibilities to the consumer will be regulated by the EEc, a 'single Europe' may be more beneficial to our continental partners than for us and the Channel Tunnel will be a reality.

We have planned an interesting and informal day long seminar to look at these topics in more depth. Expert speakers will give their views and you will have the chance to put your own questions on a range of relevant subjects.

EEC PACKAGE TRAVEL DIRECTIVE

This will effect virtually ALL forms of Coach Tour operations.
Will membership of ABTA or BCC be mandatory?
Will it mean bonding for all and where do you start?

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The Tunnel has now become a reality but how will it work for coaches. What changes can we expect in the operation of Cross Channel Ferries as a result.

COMPETITION IN A SINGLE EUROPE

Will the removal of artificial barriers open up the European marketplace for UK operators – or will it oen up the UK for European operators?

EURO DISNEYLAND

Surely the most exciting tourism development in the 90's and with tremendous potential for the coach operator. Learn more about what is planned for Euro Disneyland what operators will AND will not be able to market.

The following organisations are supporting Coaching Thru '92 and many will be providing speakers at the event.

COACHMART – BUS & COACH COUNCIL – P&O EUROPEAN FERRIES – CORK BAYS & FISKER – EUROTUNNEL – EURODISNEYLAND – NOVOTEL

The date: THURSDAY 14 MARCH 1991. Commencing 10am

The venue: NOVOTEL, COVENTRY – just off the M6. Easy access to M40 & M42. Ample parking

The cost: £65.00

Includes: Registration fee, 3 course lunch with wine, morning/afternoon coffee/tea and information pack.

ADVANCE REGISTRATION FORM

I wish to register for COACHING THRU '92 on Thursday 14 March.

Name..... Company

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I enclose the registration fee of £65.00 + £9.75 VAT

Signed..... Date.....

Note: Confirmation + VAT invoice will be sent by return. Cancellations are acceptable up to 14 days prior, subject only to a £20 cancellation charge.

Authorised by: **Stephen Rodgers Marketing Ltd**
49a Southgate, Bath BA1 1TG

S R m *Stephen Rodgers Marketing Ltd*

Weekly report on law and the coach operator By Michael Jewell

Midway given maintenance rebuke

MANCHESTER local service operator Midway Motor Services, of Flixton, has been given a warning about maintenance standards by North Western traffic commissioner Martin Albu.

Vehicle examiner Graham Williams told a Manchester disciplinary inquiry that the firm held a licence for 10 single decked vehicles operating in the Manchester/Salford area. Mr Taylor, one of the partners and the CPC holder, paid little attention to the business due to health problems.

Mr Williams said he had visited the firm in September and inspected seven vehicles, issuing four immediate prohibition notices and two defect notices. One vehicle was free from defects.

An immediate prohibition was also issued to a vehicle during a roadside check, and another immediate prohibition was issued to a vehicle at its annual test.

Two of the prohibitions showed there was a lack of a proper preventative maintenance. Inspections were said to be carried out at four weekly intervals, but the records showed that that schedule was not being kept to. Some vehicles had not been inspected for five months.

Maintenance was carried out on site. The workshop facilities were adequate for the vehicles operated. One fitter was employed, but his work was suspect, said Mr Williams. He was told the firm was hoping to employ two new fitters at the end of September.

The records were on suitable sheets, but were not filled in completely. Rectification work was not shown and the sheets were not signed. Traffic operations had precedence over maintenance.

The vehicles were old - 'H' and 'J' registration.

Graham Hanmer, a partner, said he accepted the criticism. Several of the prohibited vehicles had not been returned to service. Two had been taken off the road permanently. Six new 'S' and 'T' vehicles had been bought to replace the older vehicles.

Some vehicles had not been inspected for five months.

Two new fitters had been employed one of whom, who had experience with GM Buses, was carrying out the inspections. The original fitter had left and was only employed on a occasional basis. Maintenance was now given precedence over the traffic side.

The company was buying additional equipment with expansion in mind and would be seeking an increased licence authorisation in the near future.

Mr Hanmer said there were no odometer readings on some of the inspection sheets as the odometers were not working. They had had a lot of trouble with them. An additional sheet was used to show defects had been rectified.

In reply to Mr Albu, Mr Hanmer said the firm had 18 vehicles, 12 of which were operational.

Financial evidence was heard in private at the request of the partners.

Mr Albu said company accounts showed that Mr Taylor was no longer a partner, and his name should be taken off the licence. The firm had started up in April, taking over the business of another company. It was operating school services, and allowing maintenance to get into such a state was not good. But, steps had been taken to put matters right.

As far as financial standing was concerned, an outstanding debt had been paid off. The accounts were 'a bit iffy,' but they were only for seven months work.

The situation could well change. Consequently, he would not be justified in finding that the firm was not of suitable financial standing. He would consider the position again when the firm wanted to increase its licence authority.

Mr Albu suggested the firm take advice from the vehicle examiner and warned that a further maintenance investigation would be carried out.

LEGAL NEWS

● CHESHIRE-based training company Tachodisc has announced the start dates of its 1991 drivers' hours law courses.

The first one day drivers' hours course is scheduled to take place on Tuesday, February 26, but with Wednesday, March 20, and Tuesday, April 30, as alternative dates.

Cost of the course is £34 plus VAT per person, which includes buffet lunch, binder/clipboard and appropriate handouts.

More details and booking form available from Ann Appleton at Tachodisc, Claredon Court, Winwick Quay, Warrington. Tel: 0925 416597.

● THE scope of subjects to be covered by the Certificate of Professional Competence (CPC) in PSV transport operations is to be extended from early next month.

The additional subjects, which will be included in all examinations tested by the RSA Examination board after February 4 this year, are:

● Management techniques for a road transport undertaking.

● Marketing.

● Relevant environmental protection concepts with reference to the use and maintenance of vehicles.

The new subjects are covered by regulations laid before Parliament by Christopher Chope, roads and traffic minister, last week.

Existing qualifications are preserved under these regulations, as are the rights of candidates who obtain the necessary RSA modular passes, but will not have received a CPC before the new regulations come into force.

The regulations are: The Goods Vehicle (Operators' Licences, Qualifications and Fees) No 2 Regulations 1990.

'Arrogant' director is warned

BRIDGEND-based Crossing Service Station Ltd was given a severe warning about its future conduct after South Wales licensing authority John Mervyn Pugh described the attitude of director Christine Jones as 'arrogant and argumentative.'

The company holds a licence authorising the operation of one minibus, and Mr Mervyn Pugh said it had come as 'near as a cat's whisker' to losing its licence.

Company was within a 'cat's whisker' of losing licence.

Apologising for arriving late at a Cardiff disciplinary hearing, Mrs Jones admitted she had not taken advantage of the South Wales traffic area's seminars for new operators. But, she said she had not done anything deliberately - she had in fact gone to the Llantrisant Test Station with the company's maintenance records.

She admitted the company had originally carried out maintenance checks on a four monthly basis, rather than at intervals of four weeks. But, the vehicle was now inspected on the first of each month.

The company only had one school contract and the vehicle was always kept in an immaculate condition.

Taking no action other than to record a severe warning, Mr Mervyn Pugh said that the company had wasted an enormous amount of public money. Holding a PSV operator's licence was not like having a television licence. It carried an enormous amount of responsibility. ▶

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. . . At last the D-I-R-E-C-T answer to your Coach Insurance Problems

Weekly report on law and the coach operator By Michael Jewell

Sacked clerk gets compensation

RIBBLE Motor Services has been ordered to pay a depot clerk, sacked for an alleged breach of confidentiality, £2,042 compensation for unfair dismissal.

A Manchester industrial tribunal was told that Mrs S Wilson was one of two depot clerks employed at the company's Preston depot. She had worked for Ribble since January 1979 and was regarded as a first class employee.

In February, the company's TGWU representative, a Mr Salmon, was dismissed for gross misconduct. His dismissal upset the workforce and there was a strike.

Ribble was in the habit of providing the union with a weekly list of employees who were off sick, enabling it to make sick payments to the people concerned. Mrs Wilson had been involved in preparing the sick lists and until February she had dealt regularly with Mr Salmon.

But, on April 6, the company intercepted a letter which was being sent to Mr Salmon, which contained a list of all the drivers and their works numbers.

The tribunal said Mr Salmon had telephoned the depot office that afternoon and asked Mrs Wilson for the list. The works numbers had recently been computerised and Mr Salmon wanted the list to enable him to deal with the sick pay lists and identify individuals, as Ribble employed a lot of people with the same name.

The company seemed to accept it knew the union still regarded Mr Salmon as the branch secretary, said the tribunal, even though he had been dismissed by Ribble. It conceded that if the union had asked formally for the list, it most probably would have provided it.

When Mrs Wilson came into work on Saturday, April 7, she was seen by the operations officer, a Mr Jabber, who had intercepted the letter, and she was suspended.

Ribble Motor Services: told to pay £2,042 by tribunal after sacking long serving clerk.

At a subsequent disciplinary hearing, Mrs Wilson was reminded that she had signed a declaration of confidentiality and fidelity in March 1988, that she knew that Mr Salmon was no longer an employee and that she ought not to have communicated with him without authority.

Tribunal believed a reasonable employer would have noted clerk's unblemished service.

Mr Jabber concluded that Mrs Wilson had been guilty of gross misconduct and dismissed her.

The tribunal believed that a reasonable employer would first of all have noted that Mrs Wilson had done what she had quite openly. A reasonable employer would also have noted her long and unblemished service, that Mr Salmon was only asking for something that would have been disclosed to the union in any event had it asked, that the union still regarded Mr Salmon as the branch secretary. And finally that no instruction was given to Mrs Wilson not to communicate any information to Mr Salmon.

The tribunal said that any reasonable employer would have concluded that Mrs Wilson was guilty of gross misconduct. In fact, it believed a reasonable employer would have concluded that he was at fault in not giving specific instructions to Mrs Wilson, and would have disposed of the matter by giving her instructions for the future to ensure there was no contact with Mr Salmon.

The tribunal could find no evidence to justify any finding of contributory fault on Mrs Wilson's part.

PSV licence bid is delayed

INSUFFICIENT financial information has held up a bid for a new PSV operator's licence by Ronald Lewis, formerly a partner in Aberdare based L & J Coach Hire.

Last August L & J's 15 vehicle licence was suspended until its vehicles had new MoT test certificates. That suspension was lifted in September, when the firm was allowed to continue with a licence authorising the operation of eight vehicles only.

Mr Lewis, who intends to trade as Lewis Coaches, has applied for a licence authorising three minibuses and five single deckers, based at Gas Works Road, Aberaman, Aberdare. He told South Wales traffic commissioner John Mervyn Pugh that the partnership had come to an end.

Mr Lewis was told that his financial evidence, in the form of a letter from his bank manager, was insufficient. Mr Mervyn Pugh said the partnership had had a chequered history and unless a copy of the partnership's accounts for the year 1988/1989 was forthcoming, there would be no licence. He also needed to see bank statements and a letter stating what facilities the bank were making available.

He was very disappointed with the evidence produced. Mr Lewis had had six weeks notice of the public inquiry, and it was quite simply nonsense that the required information had not been produced.

Adjourning the hearing, Mr Mervyn Pugh said Mr Lewis had wasted his time.

viking hordes on tower hill

Viking hordes have been sighted at Tower Hill in the City of London – as have Romans, Christopher Wren, and the Luftwaffe.

From late Summer 1991, visitors to London will be able to experience the same sight; London's first dark ride museum, illustrating 2,000 years of the City's colourful history.

Developed by the Culverin Consortium in association with the Museum of London, the Tower Hill Pageant will be a major new tourist venue.

The Pageant is located within the Tower Hill Vaults, next to the Tower of London. Visitors will travel in automated cars through the City's history, experiencing sights, sounds and smells, through the latest display techniques.

Within the Pageant the Museum of London are staging a unique display of waterfront archaeological finds and the complex also includes shops and restaurants.

The Tower Hill Pageant will cater for over 500,000 visitors a year, appealing to domestic as well as overseas tourists.

A special leaflet has been prepared for tour operators and the travel trade. For your copy just send the coupon below, or call us on 071–924 2465.

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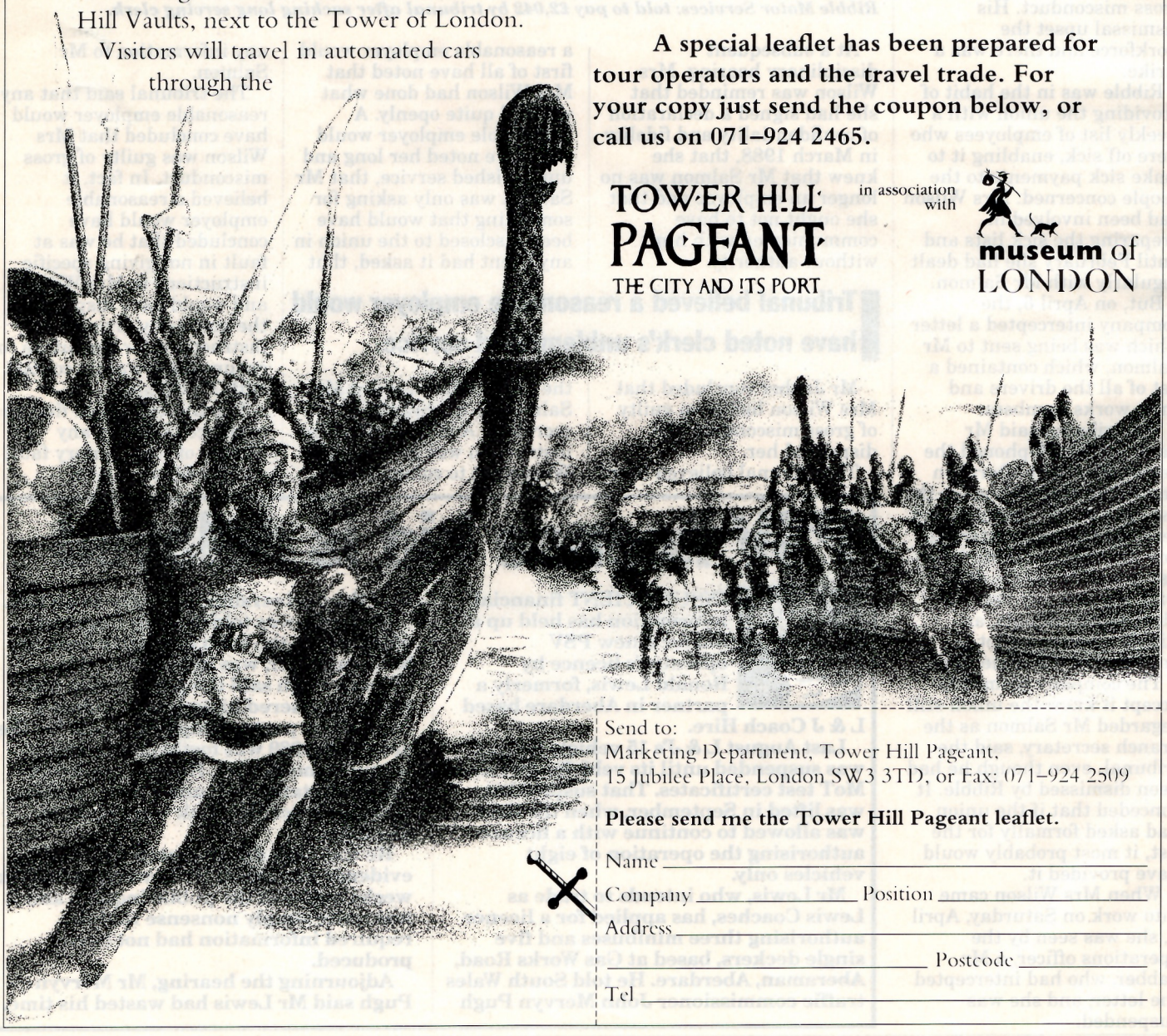
in association with museum of LONDON



Send to:
Marketing Department, Tower Hill Pageant,
15 Jubilee Place, London SW3 3TD, or Fax: 071–924 2509

Please send me the Tower Hill Pageant leaflet.

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Company _____ Position _____

Address _____

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Tel _____

Scotland's sell-out show

Scotland's tourist showcase, Scotland's Travel Fair, is already a sell-out .... weeks before it opens in Edinburgh!

The Fair is said to be the most successful domestic travel show in the UK, attracting more overseas buyers than any other event. And, with a renewed interest in domestic holidays, the organisers are predicting a significant increase in buyers attending this year's event.

Last year there were 344 overseas buyers from 20 countries and 405 UK buyers, the most successful show to date. This year, the show has sold out to buyers and the Scottish Tourist Board expects to host around 800 buyers.

For trade buyers the STB has negotiated a number of air deal discounts. British Midland are offering a 75% discount off normal fares from Heathrow-Edinburgh, and Loganair are offering an 'air bridge' ticket of £98 on certain flights from Manchester-Edinburgh.

The show is being held on March 21-22 at the Ingliston Exhibition Centre, Edinburgh, with no fewer than 260 Scottish exhibitors.

According to STB marketing director, Norman Chumley, the show is of immense value to Scottish tourism: 'Our industry is now generating a turnover of £1.8 billion a year. We have made strenuous efforts in recent years to ensure that the travel trade profits from our growth by providing only commissionable product through our publications and STF.

'The introduction of our Commissionable Holiday Guide ensures that every travel agent in the UK is aware of the potential business in Scottish holidays. At STF, you will find people who are professional in their approach, prepared to talk to you about accommodation rates and commission.'

Information on the Scottish Travel Fair from: Marketing department, Scottish Tourist Board, 23 Ravelston Terrace, Edinburgh EH4 3EU. Tel: 031-332-2433.

New coach park set to open at Edgcumbe House

A new coach park, together with a special coach setting-down point are some of the new features at Mount Edgcumbe House and Country Park in Torpoint, Cornwall.

The 400 year-old house, overlooking Plymouth Sound, has been fully restored to its former Tudor glory.

Large, beautifully-furnished airy rooms, with an emphasis on elegance, provide a revealing insight into grand Country House life. The formal gardens contain a huge variety of trees, exotic shrubs and flowers from all over the world, while the Earls Garden, which surrounds the House, is made up of elegant lawns, terraces and shrubberies, many of them laid out in Mid-Victorian style.

One of the many highlights of the gardens is the wide variety of Camellias. More than 600 different species flourish there, making up the famous collection of the International Camellia Society.

There are more than 800 acres of landscaped park, complete with herd of fallow deer, visitor centre, shops and restaurant.

The House and Earls Garden are open from March 29-October 31, Wednesdays to Sundays and Bank Holiday Mondays with special 20% discounts for advance bookings of more than £25. The country park and formal gardens are open throughout the year with free admission.

More details from Eileen Arnold, Tel: 0752 822236.

Albert aims for the top spot

Top attraction, the Albert Dock at Liverpool, is pulling out all the stops to become Britain's No 1 tourist attraction by the end of the year.

The attraction recorded 5.1 million visitors last year, the second most popular attraction in the UK after Blackpool Pleasure Beach.

Now re-development work on the Pier Head area is due to start and other planned tourist and leisure developments around the Dock should further boost the number of visitors.

Next year promises to be a bumper year for the attraction, too. It's estimated that at least two million visitors will visit the waterfront during five days alone in August 1992 to see the 100 tall ships taking part in the Grand Regatta Columbus co-ordinated by the Merseyside development corporation.

More details from the Albert Dock Company: 051 708 7334.

And now for something completely different . . .

Want to find a garden in a church, experience life during the Crusades, drink claret with Dickens or take part in the Crimean War? Then a new leaflet launched by the London Museum Service will help you do just that.

The leaflet tells you how to discover ten of London's Unusual Museums, many of them tucked away in historic buildings in central London.

All of them have specialised and extraordinary attractions, offering a genuine theme with a difference for a group operator's package.

The museums are: the Bank of England Museum; the British Dental Association Museum; the Museum of the Order of St John; Dickens House Museum; the Percival David Foundation for Chinese Art; the Museum of Garden History; the Florence Nightingale Museum; the National Postal Museum; the Jewish Museum and Dr Johnson's House.

The leaflet is available at tourist centres and museums throughout London. **More details from Julia Findlater on 071 253 6644.**

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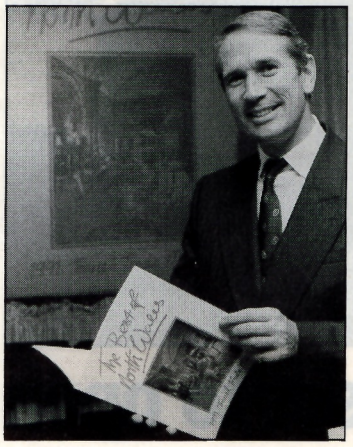
Minister launches major North Wales tourism push

A tourism initiative to bring the best of North Wales to the rest of the world has been launched by tourism minister Viscount Ullswater.

A group of the best visitor attractions in North Wales, together with some of the finest hotels, have formed together in a package aimed exclusively at the travel trade.

The consortium was formed after calls from tour operators who felt that tourism in the area should be better promoted and co-ordinated.

And a new brochure, backed by the Wales Tourist Board, 'The Best of North Wales', complete with details of accommodation, travel, tour itineraries, facilities for the disabled and hotels, has been produced.



Tourism minister, Viscount Ullswater, launches the new 'Best of North Wales' travel trade brochure.

Members of the consortium include: five National Trust properties, Erddig, Chirk, Plas Newydd, Penrhyn Castle and Bodnant Garden; Conwy and Caernarfon castles; Llechwedd slate caverns, Ffestiniog Railway; Portmeirion; The Power of Wales/Museum of the North; James Pringle weavers and Bodelwyddan castle.

Said Viscount Ullswater: 'North Wales has a number of very well-known attractions; naturally these are featured. But the brochure also includes a wide range of less well-known attractions which go to make the whole area a most complete holiday destination.'

More details from John Alwyn Jones, the National Trust, Trinity Square, Llandudno, Gwynedd. Tel: 0492 860123.

Craft centre is the oldest in Britain

A vast array of rural crafts are currently on display at the award-winning Longdale Rural Craft Centre at Ravenshead, Notts.

Headquarters of the Nottinghamshire Craftsmen's Guild, the Centre is home to a wide range of professional crafts people - and within easy reach of more than a dozen other top attractions.

Crafts on display include: Wood carving, bronze work, jewellery/silverwork, pottery, glass engraving, saddlery, leatherwork, upholstery, antique restorations, handmade wooden toys, porcelain restoration, candle making, furniture and soft toys.

The Village Craft Museum incorporates the Gordon Brown Collection. Set within a re-created mid-1800s village street, it includes many examples of tools and equipment from a wide range of old crafts and trades.

The Centre, the oldest rural craft centre in the country, is a previous winner of the 'Business, Development and Employment' award. There's a restaurant, shop and coffee lounge. Opening times are every day of the year, except Christmas Day and Boxing Day, 9am-6pm. Coach parking is available but pre-booking is essential.

For more information contact Mrs J Rouse, general manager, Tel: 0623 794858/796952.

500 years after Henry the celebrations begin

A host of special events throughout the country, including pageants, plays, Tudor music recitals, jousting tournaments and banquets, will be held this year to commemorate the 500th anniversary of King Henry VIII.

A full colour leaflet 'Henry VIII - Five Hundred', highlights a selection of historic houses, castles and attractions linked with the King during his reign.

The leaflet also features the range of special exhibitions and events planned to celebrate the anniversary.

Brief historical descriptions accompany each attraction, including Hampton Court Palace, the scene of Henry's betrothal to Jane Seymour; the 'Mary Rose' flagship, sunk in 1545 and salvaged in 1982, and Hever Castle and gardens, Anne Boleyn's childhood home and scene of the pair's long romantic courtship.

From May-August the National Maritime Museum in Greenwich will play host to a major exhibition, 'Henry VIII at Greenwich, which takes as its theme the life and culture of the King's court.

Celebrations throughout the year include river pageants, Tudor festivals complete with wandering players and buskers, film festivals, banquets and jousting tournaments.

The 'Henry VIII - Five Hundred' leaflet is available from more than 800 tourist information centres.

For more information contact: Jane Tchan, English Tourist Board, 081-846 9000.

■ BRIEFS

● Attraction-packed Berkshire has just produced a new 1991 Travel Organiser - Beautiful Berkshire.

Aim of the brochure is to help coach operators and group organisers to plan excursions for the current year.

Many new hotels and attractions are featured and there are comprehensive lists of where to stay and what to do.

Aim of the brochure is to promote short-break and tourist visits to the county and the many attractions the county has to offer.

More information from: Viv Lowery, Beautiful Berkshire, Shire Hall, Shinfield Park, Reading, Berks. Tel: 0734 233057.

● William Davis, chairman of the British Tourist Authority and English Tourist Board, has urged the tourist industry to brighten up at weekends and cater for the growing short-break market and compete with international tourism.

'Finding enough activities to enjoy on a Sunday poses problems for many tourists, both in London and the rest of the country,' he said.

'The most widespread difficulty is caused by the closure of shops, but a high proportion of tourists would welcome all-day Sunday opening of historic properties and museums as well as Sunday theatre shows.'

● A major press and TV campaign has begun in Scotland ..... to entice more Scots to take their holidays in Scotland!

According to Scottish Tourist Board statistics, the Scots already account for 44% of all the country's holidaymakers, second only to England.

Said STB chief executive, Tom Band: 'In today's fiercely competitive tourism industry we are challenging the temptations of destinations throughout the world who are keen to win Scottish tourists.'

Later this year the STB and ScotRail will run a series of roadshows highlighting the opportunities of late holiday bookings, short breaks and day trips.

New Welsh attraction set to open

A brand new attraction is set to open this summer in the Rhymney Valley in Wales. Llancaiach Fawr, a living history museum of the Civil War period, has been lovingly restored to its former glory by Rhymney Valley District Council.

The house was built around 1530 by a local gentleman, David ap Richard. The Prichard family was one of the ancient Welsh gentry families of Glamorgan, and the house was constructed with family security in mind.

It is one of the best surviving examples of a late Tudor semi-fortified manor house in Wales, consisting of three storeys. The house really sprang to fame during the Civil War when Edward Prichard dramatically switched his Royalist loyalties to the Parliamentarian cause, following a visit to his house by King Charles 1.

These events form the basis for the interpretation of the Llancaiach Fawr experience.

Visitors begin their trip in the purpose-built visitor centre which houses a museum, cafe, gift shop and toilets.

From the visitor centre guests move back in time to the 17th century passing through the formal gardens and orchard before entering the house. Inside, the sights, sounds and smells of the 17th century are a vital part of the experience.

Based on original examples from the Welsh Folk Museum, all the furniture will be reproduction, allowing visitors to touch and try it out.

Stewards, dressed in the style of the mid 17th century, will re-enact everyday scenes, bringing the house to life again.

There's plenty of coach parking, changing exhibition displays, good wheelchair access for the disabled to the ground floor of the house, gardens and visitor centre. There are also special education services for schools and groups, school packs and a calendar of music, drama and events is also planned.

More information from: The manager, Llancaiach Fawr, Rhymney Valley District Council, Ystrad Fawr, Ystrad Mynach, Hengoed, Mid Glamorgan. Tel: 0443 815588, ext 221.

Literary breaks

Two special 'Tess of the D'Urbevilles' weekends have been arranged in Dorset to commemorate the novel's centenary.

Wessex Heritage and Trusthouse Forte are running the weekends at the King's Head Hotel in Wimborne Minster.

The weekends are April 5-7 and September 27-29. The package costs £148 and includes two nights half board, all entrance fees, a professional guide and transport during touring days.

Further information from: Sally Inchbald, Wessex Heritage, St Peter's, Cattistock, Dorchester, Dorset. Tel: 0300 20671.

Czech out this new hotel!

Czechoslovakia's first country-club style hotel is set to open in March - as part of the country's drive to attract even greater numbers of tourists.

The four-star Club Hotel Praha, just outside Prague on the main road to Brno, Bratislava and Vienna, will be offering tennis hotels with the chance of instruction by Czechoslovakia's top coaches.

The 100-room club has been specially designed for the disabled and has double rooms which can be linked into family suites. All rooms have en-suite facilities, STD telephone, colour television and minibar.

There are restaurants and dining rooms and the adjoining sports complex includes indoor tennis courts, covered swimming pool, squash courts, bowling, sauna and solarium.

The complex will also include a 24-hour snack service for motorway drivers, including take-away meals.

More information from Ryan & Cox, Camberwell Business Centre, 99 Lomond Grove, London SE5 7HN. Tel: 071 703 1031.

Flower spectacular from Norman Allen

Arrangements for the most spectacular flower show on earth - the World Horticultural Exhibition or Floridae - due to be staged next year in Holland, are already well underway.

Millions of visitors from all over Europe will flock to the event and the significance of 1992 will not be overlooked by the organisers, with special events, ranging from a Euro Parade to the Columbus 500 years celebration, taking place from April-October.

Group travel agents Norman Allen has now launched an information brochure, in conjunction with Floridae, featuring a selection of itineraries aimed at coach operators and group organisers.

As a further service, clients can use Norman Allen's pre-registration scheme, which allows them to record in advance their specific requirements for Floridae with no commitment until next year.

Copies of the information leaflet are available by calling Norman Allen Group Travel on its free Linkline number: 0800 262273.

Stay on the right side of the law

A Brighton-based company has come up with a package that will allow coach operators to advertise and show on-board video films without fear of prosecution.

Ian MacDonald and Associates has negotiated a deal with the main video distributors and can now rent brand new releases to operators from as little as £2 per day. Virtually any title is available, including all new releases.

Showing unlicensed videos on coaches is a criminal offence with convicted offenders liable to fines and up to six months' imprisonment.

More details from Ian MacDonald and Associates Ltd, 12 Church Road, Hove, E Sussex, BN3 2FL. Tel 0273 821778.

HOTEL ACCOMMODATION FOR GROUPS

AUSTRIAN TYROL

13.05.91 x 5 nights – £95
29.05.91 x 6 nights – £114
26.08.91 x 6 nights – £114
02.09.91 x 5 nights – £95
18.09.91 x 6 nights – £114

LAKE GARDA

26.05.91 x 6 nights – £115
18.06.91 x 6 nights – £115
09.07.91 x 6 nights – £129
25.08.91 x 6 nights – £144
17.09.91 x 6 nights – £115

ALL PRICES INCLUDE DINNER, BED AND BREAKFAST

HOTEL POST, PFUNDS – 4 STAR

Near Landeck. Centrally situated in Pfunds village, the Hotel Post has 220 bedrooms all with bath/shower & WC, 3 bars, entertainment nightly, disco and pianist, cosy Tyrolean lounge, spacious gardens, indoor pool with sun lawn, sauna, solarium, keep-fit and table-tennis room.

The Senn family look forward to welcoming your groups.

SUGGESTED EXCURSIONS:

★ Innsbruck
★ Switzerland – St. Moritz
★ Italy – Merano
★ St. Anton & Arlberg
★ Samnaun – Duty Free Village

HOTEL DU LAC, GARDONE RIVIERA

Placed in the best position, in the heart of the historical centre of the town and leading directly to the promenade, only a few steps from the dock of the line-boats, the Du Lac Hotel is a symbol of continuity in the tradition of the best hotels in Gardone. The hotel is provided with every comfort, bedrooms with a fine view, all with bath/shower and WC, restaurant overlooking the promenade, gelateria and bar.

SUGGESTED EXCURSIONS:

★ Venice
★ Verona
★ Milan
★ Lake Como
★ Lake Cruise

OVERNIGHT ACCOMMODATION FROM £15.00 B&B
(PRICES DO NOT INCLUDE FERRY)

*****OTHER SELECTED OFFERS*****

13.07.91 x 5 nights	**–**	**Scottish Highlands – (Family run hotel – all rooms en suite)**	**£107.00**
04.03.91 x 4 nights	**–**	**Pembrokeshire**	**£72.00**
11.03.91 x 4 nights	**–**	**Pembrokeshire**	
25.03.91 x 4 nights	**–**	**Pembrokeshire**	
28.10.91 x 4 nights	**–**	**Pembrokeshire**	
21.09.91 x 7 nights	**–**	**Pembrokeshire –**	**£162.00**
28.09.91 x 7 nights	**–**	**Pembrokeshire –**	**£155.00**

ALL ROOMS EN SUITE + ENTERTAINMENT PROGRAMME

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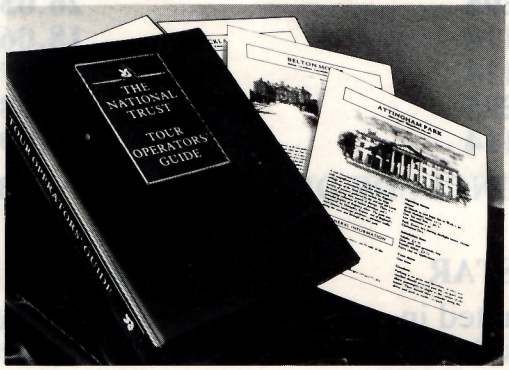
TO SEE THE BEST THE COUNTRY HAS TO OFFER, TAKE A LEAF OUT OF OUR BOOK.

The National Trust's Tour Operator's Guide introduces you to a kaleidoscope of houses, castles and gardens.

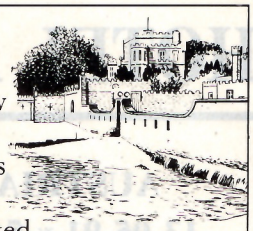
For many years it has provided coach and tour operators with an invaluable source of reference to 80 different Trust destinations, each specifically selected for its suitability for group visits.

This year's new-look guide contains more information than ever.



As well as details of the Trust's shops and restaurants, the new guide includes special information for coach operators and drivers.

The National Trust's Tour Operator's Guide can be used as an authoritative reference book, or as a basis for planning trips to a selection of Trust destinations.



The new convenient format means you can remove selected properties from the loose-leaf guide to make tour planning easier.

Send for your Tour Operator's Guide now and make the most of what the National Trust has to offer.

The National Trust

Please send me my Free copy of the New National Trust Tour Guide.

NAME

ADDRESS

CTE

POSTCODE

Travel Trade Office, The National Trust, 36 Queen Anne's Gate, London SW1H 9AS. Tel: 071-222 9251. Facsimile: 071-222 5097.

If your group is looking for a great place to stay, the University of Strathclyde offers accommodation and facilities of hotel standard – without standard hotel prices.

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And we offer it in Glasgow; a city of magnificence and heritage, where world class museums and galleries, drama, ballet and opera of international calibre contrast with Glasgow's abundant night-life, gleaming new shopping centres and terrific indoor and outdoor sports facilities.

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- ★ £12 per person midweek, £16 per person weekends
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We can also help arrange special themed coach tours, events and activities.

Call Marion Halbert on 0534 59529 or 35511 for more information.

ABTA 49977 **ATOL 752B**

The famous Whitbread Shire horses can be seen at the farm.

Not just here for the beer!

For a visit with a difference the Whitbread Hop Farm in Kent certainly takes some beating. And it's an attraction that isn't just for the beer drinkers .... there are museums, a pets corner, birds of prey and a regular series of special events which have been specially organised for this year.

The special events season kicks off with an Easter Eggstravaganza on March 31, and includes a country May Day, crafts and collectors fayre, motoring legends weekend, open air concerts and British Classic Car show.

The Farm, at Beltring, is set in 1,000 acres of countryside and boasts the largest collection of Victorian oast houses in the world. It's the country home of the famous Whitbread Shire horses and also includes a hop museum, rural craft museum, agricultural museum, nature trail, children's play area, gift shop and restaurant.

The Farm is open seven days a week, 10am-6pm, from March 6-November 29.

More information on 0622 872068.

Attractive ideas for coach operators

Four regional tourist boards have grouped together to provide an answer for coach operators looking for new attractions and excursion ideas this year.

The Southern, Thames & Chilterns, Heart of England and West Country Tourist Boards are staging a special exhibition, A Day Out, at the Oasis Leisure Centre, Swindon on Saturday, February 2.

More than 100 tourist attractions, covering historic houses, wildlife parks, theme parks and other visitor attractions, will be at the show.

Admission is free.

For more information contact Alison Price of the Southern Tourist Board, 40 Chamberlayne Road, Eastleigh, Hants, tel: 0703 620006.

New service area opens at major junction

A new one-stop service area opens later this month at Newark, Notts on the junction of the A1/A46 /A17.

The £2.4m project, built by Rank Motorway Services, will include a 24-hour petrol forecourt and kiosk; table service restaurant; fast food restaurant; shop; selection of amusement and video games; cash dispenser; telephones and fax facilities; extensive parking; washroom and toilet facilities.

The filling station and forecourt kiosk open on January 28, and the remaining facilities will be up and running in March.

For more information contact Colin Patterson, Rank Motorway Services, 439-445 Godstone Road, Whyteleafe, Surrey. Tel: 0883 623355.

Special tours in Lincs

Two special one-day tours, featuring 'Country Life' and 'Towers and Steeples', have been put together by North Kesteven district council.

The tours are aimed at groups looking for an enjoyable outing away from the more crowded visitor attractions.

The tours are fully inclusive of guide, admission fees, morning coffee and afternoon tea. The group has only to arrive in its own coach, with the council taking care of the rest.

Lincolnshire is renowned for its wealth of fine churches and the 'Towers and Steeples' tour visits six of the most beautiful village churches in the county, including Sleaford, Heckington, Burton Pedwardine and Nocton. Each one is a gem of decoration and style.

Rural and contemporary crafts feature in the 'Country Life' tour and there is a choice of demonstrations of weaving, spinning, feltmaking, millinary and machine knitting, stained glass and repairing musical instruments.

Visitors are also invited to try their hand at the crafts. The tour also includes a visit to Doddington Hall, a romantic Elizabethan country manor.

Group prices are £12.50 a person for both tours, including lunch, (based on a minimum group of 20).

More information from: Lorraine McGrath, Tourism Officer, North Kesteven district council, 81 Eastgate, Sleaford, Lincs. Tel: 0529 414144, ext 427.

'Ave you got polite boy?

The most polite community in Britain - Norwich - has launched a brand new courtesy breaks brochure, listing details on 100 hotels.

The 'Courtesy breaks '91' brochure covers a wide span of accommodation, from historic hall and country hotels to small country inns. Locations vary from Norwich city centre to Norfolk market towns.

The brochure is backed by a national advertising campaign and 60,000 copies are being distributed through tourist information centres and the Norwich Area Tourism Agency, which launched the campaign.

Norwich was awarded the title of the 'Most Polite Community in Britain' by the Polite Society in 1988.

More details from: Maryanne Corringham, 3PR, St Francis House, Queens Road, Norwich NR1 3PN. Tel: 0603 619164.

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Many a company now takes its conference to Stockholm. Others to Copenhagen. And Helsinki and Oslo have also become rather popular.

They do so without leaving the country.

You've guessed it; they're the names of our four purpose designed conference suites in our new, city centre hotel in Edinburgh.

Each has audio visual aids, fax, telex, photocopying, secretarial and translation services. And its own conference hostess.

Our suites and syndicate rooms accommodate 5 to 550 delegates. And our car park, 150 cars.

For our conference pack phone Jill Chalmers on 031-557 9797, or send the coupon to Jill at The Scandic Crown Hotel, 80 High Street, The Royal Mile, Edinburgh EH1 1TH.

By doing so your next conference will be plain sailing.

Please send Scandic Crown Hotel Conference Pack

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Company _____

Address _____

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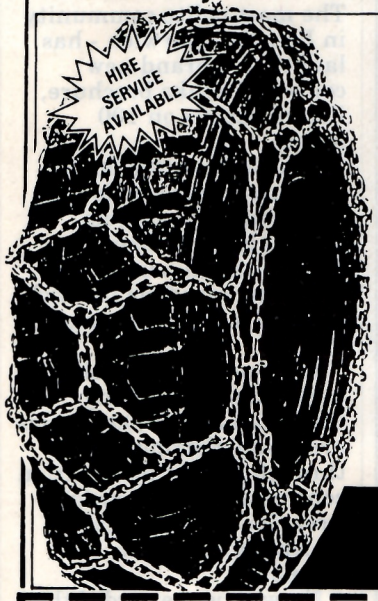

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SEND NOW FOR COLOUR DETAILS ON THE FULL RANGE OF WEISSENFELS SNOWCHAINS

To: Snowchains Ltd, Bourne Industrial Estate, Borough Green, Kent TN15 8BG Tel: 0732 884408

POST COUPON ON TELEPHONE 0732 884408

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ADDRESS: _____

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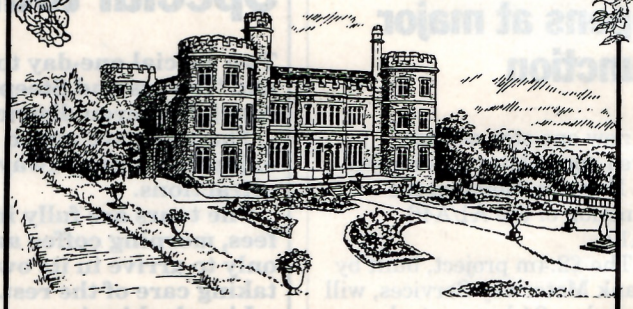
weissenfels

MOUNT EDGCUMBE COUNTRY PARK



HISTORIC GARDEN – LANDSCAPED PARK – FORMAL GARDENS
GUIDED TOURS OR INTRODUCTORY TALK BY ARRANGEMENT
HISTORIC HOUSE – WOODLAND WALKS – COASTAL VIEWS
TWO COACH PARKS – SCHOOL PARTIES WELCOME

COUNTRY PARK AND FORMAL GARDENS OPEN DAILY
ALL YEAR – ADMISSION FREE

Licensed Orangery Restaurant and Cafe, seats 120
Open daily, 29th March to 31st October (0752) 822586

Shop and Visitor Centre open daily, 29th March to 31st October

HOUSE AND EARLS GARDEN open 29th March to 31st October
Wednesdays to Sundays and Bank Holiday Mondays
11am-5.30pm
Admission charge – Reductions for parties.
Two wheelchairs available.

Open by arrangement weekdays during winter

Access from Plymouth via Cremyll (pedestrian) Ferry, Coach Park at Stonehouse, or via Torpoint Ferry then A374 and B3247.
Access from Cornwall, A38 to Trerulefoot then A374 and B3247

ENQUIRIES and BOOKINGS PLYMOUTH (0752) 822236

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COUNTRY PARK, CREMYLL, TORPOINT
CORNWALL PL10 1HZ

COACHES WELCOME

SURREY

HOTEL ANTOINETTE

26 Beaufort Road, Kingston, Surrey

Tel: 081-546 1044 Fax: 081-547 2595

Kingston's well established Family owned Hotel, offers comfortable accommodation at a realistic Tariff. All rooms are en suite, with colour TV, telephone & tea/coffee making facilities.

Three Licensed Restaurants.

Easy access to Central London by Road & Public Transport.

Close to Hampton Court, Kew Gardens & many famous Sporting Venues.

FREE COACH PARK

(15279/HO)

WALES

THE BELGRAVE HOTEL TENBY

Warm, friendly, comfortable, good food, choice menu, nightly entertainment. Bedrooms with private bathroom, tea, coffee making facilities, Sky TV ...

EASTER, APRIL & MAY

Mon-Fri Half Board £69.50 Sun-Fri £84.50

Tel. Tenby (0834) 2377 ask for Malcolm Thomas

Late September:

7 Nights £140.00 6 Nights £115.00 5 Nights £94.50

Ring now for October/November Special Breaks

(16339/HO)

NEWQUAY

Abbey Court Hotel

TORQUAY, DEVON

Close to Sea Front, Abbey Gardens and Conference Centre.

26 bedrooms (20 en suite), many with sea views. All rooms with radio, intercom and tea making facilities. Excellent cuisine with choice of menu at all meals. Outdoor heated pool, secluded gardens, sun lounge, licensed bar and live entertainment.

VACANCIES – SPRING AND AUTUMN 1991

Tel. (0803) 297316 for further details (16016/HO)

South Leigh Hotel

Ilfracombe, Devon

This family run hotel welcomes coach parties. All rooms en suite. Tea & coffee making facilities in all rooms. Lift, entertainment and licence.

– 1991 Weeks Available –

★ April, June 22nd, August 31st, Sept. 21st, Oct 26th and Oct. Weekends ★

Call us now to discuss these dates:

Tel. (0271) 863976

(16478/HO)

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LANCASTER HOUSE

A family run hotel with an excellent reputation for good food and hospitality, near to shopping centres, entertainment and night spots. Tea & coffee facilities in all rooms with colour TV. Telephone and full central heating. Excellent rates for party bookings.

For further details contact

John & Grace Walters

Tel. 0253 41928 (15834/Ho)

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- ★ Traditional family run hotel
- ★ Good home cooking
- ★ All rooms with private facilities
- ★ Large function room available
- ★ Coach parking and washing possible
- ★ Ideally situated for tours to Cochem, Moselle Valley, Koblenz, Rodesheim, etc.
- ★ Sunday to Friday dates available for 1991, enquiries invited.

Contact: Coaches Welcome, Box No 15840
Coachmart
Wentworth House, Wentworth Street
Peterborough PE1 1DS (15840)

EASTBOURNE

EASTBOURNE

A delightful licensed Hotel.

Ideally situated close to sea front has vacancy for group.

20th APRIL – 27th APRIL
27th APRIL – 4th MAY

En suite rooms available.

Superb cuisine, lift.

FAIRLANDS HOTEL
Tel: 0323 33287

(16340/HO)

EASTBOURNE ALEXANDRA HOTEL

A licensed family run seafront hotel. Entertainment, excellent food. Some en suites, tea making facilities, and colour TVs in all rooms. Vacancies for groups April for weekends or longer breaks, from **£15 per person per night** ½ board. Some summer vacancies also available.

CONTACT KEN DOBELL
Tel. EASTBOURNE
(0323) 20131

(15826/HO)

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NEWQUAY

This popular hotel offers ample coach parking

● 43 bedrooms (37 en suite), 11 apartments ● All rooms with colour TV ● Telephones ● Tea & coffee making facilities ● Central heating throughout ● Lift ● Indoor pool ● Sauna ● Solarium ● Jacuzzi ● Games room ● Coach driver free ● Full entertainment programme

★ SPECIAL OFFERS ★
Available for 5 or 7 day tours in March and November 1991
Telephone for details (0637) 874292

(16415/HO)

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19 bedrooms, all en-suite or with shower, tea/coffee making facilities, col. TV's & some sea views. Excellent food – varied menu. Games room, lic. bar. Close to town centre. VACANCIES EARLY & LATE.

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DATES AVAILABLE

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26th April to 4th May

Heated swimming pool. Choice of menu. Centrally heated hotel. All rooms en suite. Live entertainment every night.

£15 per person per night inclusive

INTERESTED? Other weeks available.

Tel. (0983) 402305

for brochure and prices

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(15836/HO)

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REDRUTH HOTEL, GREAT YARMOUTH. GROUP VACANCIES

May 18-25. £92 per person
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Bed, breakfast and evening dinner, close to sea front.

★ Passenger lift
★ All rooms en suite
★ Tea making facilities
★ 6 nights live entertainment

5% commissions. Parties of 45 persons. Further details

Tel (0493) 844017
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(15832/Ho)

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HOTELS WANTED!

We are currently reviewing our requirements for short breaks from June to December 1991 *and* also for our 1992 holiday programme.

THE CRITERIA:–

★ Between 25 and 75 rooms ideally
★ We only use rooms *with* private facilities ★ Lift, if more than one floor
★ At least occasional entertainment
★ Able to take short series (i.e. 2 to 6 tours)
★ Interested in tours of 3 to 8 days duration ★ Occasional 'gap fillers' considered

We have a pleasant clientele who appreciate a good atmosphere and cuisine. All hotels will be inspected for suitability.

Please *write* in the first instance with brochure and relevant information to:–

Tony Laver, Marketing Director, Boyden Travel Ltd, Central Bus Station, Derby DE1 2AY

(15831/HO/WANTED)

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One week only commencing 13th April

Special rates negotiable
★ family run hotel
★ 25 bedrooms, most en suite
★ licensed hotel ★ tea/coffee facilities ★ entertainment

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(16474/HO)

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RATES

PRIVATE SALES – Contact Sally Wright. **Display:** £9 per single column centimetre – 3 or more insertions £8.10 per single column centimetre. **Lineage:** £1 per word (minimum 25 words) 3 or more consecutive insertions 90p per word. **Subscribers' Privilege Lineage Rate:** 50p per word (minimum 25 words) 3 or more consecutive insertions 45p per word.

TRADE SALES – Contact Sally Wright. PRODUCTS & SERVICES – Contact Andy Tomblin. **Display:** £9 per single column centimetre. Series discounts (for space taken within 12 months of first ad appearing) 7 insertions: 5%, 13 insertions: 10%, 26 insertions: 15%, 39 insertions: 17½%, 52 insertions: 20%.

APPOINTMENTS – Contact Christine Bunting. **Display:** £12 per single column centimetre. 20% repeat discount.

COACHES WELCOME, MEALSTOPS, FEATURES – Contact Ruth Kitchen. **Display:** £11 per single column centimetre. Series discounts available. Please phone for details.

Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

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BARGAIN BUS

1980 BEDFORD PJK

29 seat, Duple body, white, unsignwritten, just tested, privately owned and little used.

£5,000

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45 seater Plaxton body, 10 metre, MoT Jan 1992.

£4,000 + VAT

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53 seater Caetano 1 metre, Eberspacher, MoT Jan '92.

£4,500 + VAT

Tel. (0556) 68250

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52 seats (inc dvr), recliners, toilet, drinks, sleeper compt, radio/cass/PA, air cond, MoT.

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1988 E REG FREIGHT ROVER BUS

16-seater, PSV till July '91, good condition, engine needs attention.

£4,750 + VAT

Tel. 0494 20347

(16583/BB)

BARGAIN BUS

1984

TRANSIT 190

16 seater, 2.5 diesel engine, tax Feb '91, MoT Nov '91.

£4,500 + VAT

Larger vehicle considered in part ex. (cash back if req'rd).

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(16604)

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1985 BEDFORD YNV PLAXTON 3200

53 recliners, power door, orange/brown interior, red/white exterior. MoT 9/91, factory engine still under guarantee. Mechanically and bodily in excellent condition.

£35,000

TEL. 0379 898202/642684

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1977 BEDFORD PJK, 29 seater, **£3,800 ono + VAT. Tel. (0246) 476366 or (0831) 483784.** (16575/BED)

1977 BEDFORD YMT PLAXTON. 53 seats, MoT March '91. **£3,500 + VAT. Tel. 0255 221042 or 432654 or 432809. Reduced for quick sale.** (16395/Bed)

1977 BEDFORD YMT DOMINANT II EXPRESS, MoT Jan 1992, carpeted and reseated 1990, new engine & gearbox, many other parts, too many to list. Recent new tyres. Coach comes with lots of spares. Also with or without work. **£4,000 ono + VAT. Tel. (0895) 824406.** (16430/BE)

1975 BEDFORD YRQ PLAXTON, 45 seats, MoT November '91. **£2,000 + VAT. Tel. 0255 221042 or 432654 or 432809. Reduced for quick sale.** (16394/Bed)

1986 D REG, YNV PLAXTON PARAMOUNT MK2, 51 recliners, toilet + washroom, aircraft luggage racks, tinted windows, curtains, radio cassette + PA, wired for video, recent complete factory engine, ZF gearbox + steering, MoT Aug 1991, immaculate condition, owner driven, **£39,500 ono + VAT. Tel. 061-633 3870 any time.** (16413/BED)

1977 BEDFORD PLAXTON YMT SUPREME

Tested March '91, 53 seater, power door.

£2,750 + VAT

1976 BEDFORD YRQ PLAXTON

Personal number plates, test Sept '91, 45 seater.

£2,950 + VAT

1979 BEDFORD REEBUR

17 seater, good engine and recovered seats.

£600 + VAT

Tel. 0524 701213

(16067/BED)

AEC

1978 AEC 760 PLAXTON SUPREME. 55 seats, power door, PA, private plate, good gearbox, tyres, batteries, MoT May 1991. **£4,500 ono + VAT. Tel. 081-311 7341.** (16587/AEC)

1976 AEC 760 PLAXTON. 53 seats, recent moquette, power door, MoT July '91. **5,000 ono + VAT. Tel. 03543 5210/4727.** (16434/AEC)

1975 AEC 750 Duple Dominant I, 53 seater, MoT January 1992, reliable coach, power door, new batteries. **£5,500 + VAT ono. Tel: 0903 743391.** (16324/AEC)

BREAKING. AEC Dominant II S/A all parts except engine. **Tel. 0902 892450/896158.** (16579/AEC)

ALLCO PASSENGER VEHICLES

SPECIAL OFFER

One only AEC 760 Horizontals
LEYLAND 680 Horizontal engine

Both can be heard running.
Tail pipe to fit 11 or 12m....
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(16464/AEC)

BEDFORD

1986 BEDFORD YNV 320 DUPLE EXEC. 53/57 recliners, toilet, curtains, carpets, tinted windows, coffee machine, new speed limiter. New MoT. **£35,000 + VAT. Tel. 0603 871376.** (16572/BE)

BEDFORD

1983 YNT DUPLE DOMINANTS, 53 seats, choice of two, one with long MoT, good general condition. **Accepting reasonable offers on either. Tel. 0702 548112.** (16405/BED)

1978 BEDFORD YMT PLAXTON. 53 seats, MoT March '91. **£4,000 + VAT. Tel. 0255 221042 or 432654 or 432809. Reduced for quick sale.** (16396/Bed)

1978 YMT DUPLE DOMINANT II, 53 seater, long MoT, good order. **£4,000 + VAT. Levers Coaches, Wiltshire. Tel: 0747 830229.** (16292/BE)

1979 BEDFORD YMT SUPREME IV. Repanelled, 53 retrimmed seats, good condition, current MoT. **Offers in the region of £7,770 (+ VAT). Tel. (0908) 510382 (Bucks).** (16372/BE).

CHOICE OF 1978/81 BEDFORD YMT, long tests, very reliable, motors in daily use. **From £4,000 + VAT. Tel: 0792 701644 days or 0792 773993 nights. Brian Isaac Coaches, Swansea.** (16328/BE)

1976 BEDFORD PJK, MoT April 1991. 29 seater. **£3,000 ono. 1977 BEDFORD PJK.** MoT Feb 1991. 29 seater. Air operated door. **£3,500 ono.** If two bought together will take £6,000 ono. **Tel. 081-654 2180.** (16574/BED)

1984 BEDFORD YMPS PLAXTON 3200. 35 seater, on private plate, will have 12 month MoT. Fully reconditioned engine. In absolute first class condition throughout. **£28,000. Tel. Loughborough (0509) 232354.** (16425/BE)

BOVA

1989 F reg BOVA FUTURA HIGHLINER

49/53 recliners, centre demountable toilet, drinks machine, double glazing, TV & video, Blaupunkt stereo & PA, bunk, carpers & curtains, wheel trims etc etc. £82,500 ono or PX against older Acron Viewmaster, Bermuda etc.

Tel. 0325 312705 days or 0325 320177 eves (16462/BOPC)

1982 DAF BOVA EUROPA, 50 seats, rear toilet, drinks machine, provision for video, radio, p/a, tape, Webasto heating, full draw curtains, headrest covers, FSH, 5 years private plate, MoT Dec '91. Excellent condition throughout. Offers. **£29,000 + VAT. Telephone (0226) 293566.** (16374/BV).

1982 BOVA EUROPA, 52 seats plus courier, very good condition, MoT to December, 1991. **£22,000 plus VAT ono. Tel. 041-942 6453.** (16582/BD)

DOUBLE DECKERS

1971
2 x DAIMLER FLEETLINE

75 seat vehicles, excellent condition, MoT October 1991, in daily PSV use, full PA system, if required.

£2,950 each plus VAT

Excluding PA system.
(These are not open top)

Telephone: Guide Friday 0789 294466

(16600/DD)

BRISTOL

1970 BRISTOL RE service bus, 52 seats, MoT June '91. **£1,500 + VAT. Tel. 0255 221042 or 432654 or 432809. Reduced for quick sale.** (16468/BR)

FORD

1983
FORD R1115 PLAXTON PARAMOUNT

47 recliners, Telma, power door, curtains, radio, tape, speech etc, one owner, complete service record.

£17,000 ONLY
Tel: 0271 883613

(16272/FO)

FORD

1978 FORD DOMINANT II

53 seater coach, tested, good tyres, ready for service, Telma, side lockers, side blinds. **£4,250 + VAT.**

1982 FORD DOMINANT IV

Twin tanks, Telma, auto lube, side lockers, nice condition, good tyres. **£7,500 + VAT.**

0742 561100 (day) 620941 (eves)

(16426/FO)

1982 FORD T152, P.P.

Supreme V, 31 seats, 2 tables, Telma, full soft trim, new Ford engine, MoT August 1991, stock white, immaculate.

£15,450 + VAT

Tel: 081-960 5559

(16074/FO)

DAF

1985 DAF PLAXTON 3500

51 recliners, toilet, TV, video.

£49,000 + VAT

Will accept part-exchange of older Leyland or Daf.

Tel. 0290 50365 (Ayrshire)

(16379/DA)

DAF

1986 DAF DHS CAETANO ALGARVE. 53 seats, new MoT if required (4 months left). This coach is ready to drive away. Excellent condition. **£42,500 ono + VAT. Alan Wilson 0533 863995 or 0860 271955 Leicester.** (16330/DAF)

1984 DAF DUPLE CALYPSO, 825 engine, 53 seats, good all-round vehicle, MoT Nov '91. Accepting reasonable offers. **Tel. 0702 548112.** (16409/DAF)

1983 MB200 DKFL PARAMOUNT 3500. 53 recliners, continental rear door, moquette to roof and racks, very clean inside and out. Exterior white. One owner. **£36,000 + VAT. Rambler Coaches, Hastings. Tel. (0424) 754881.** (16467/DAF)

DAF 1983, DKTL, 12 months' MoT, 53-seater, recliners, radio/PA, **£24,000 ono + VAT. Tel. (0626) 66580.** (16576/DAF)

IVECO

1985 IVECO BERKHOF, 25 reclining seats, good condition, tested 7/91, **£23,000 + VAT. Tel. 081-965 5333.** (16398/IV)

LAG

FOR SALE: CHOICE OF 2 Lag/Daf Panoramics, first reg 7.1.87 and 20.11.86. Both 49-seat recliners and courier. Double glazing, Webasto, sunken toilet, tea/coffee/soup making facilities, radio/video systems, etc. Both with approx 11 months MoT. **£63,000 & £62,000** respectively. **Brylaine Travel, Lincolnshire. Tel. 0205 364087.** (16457/LAG)

LEYLAND

1979 PP LEYLAND LEOPARD DOMINANT 2

48 reclining seats, hot drinks, TV, video, toilet, carpet, curtains, tinted windows, MoT May '91. Exc cond.

£16,250 + VAT

Tel. (0234) 360327

LEYLAND

1976 LEYLAND LEOPARD PLAXTON S/A, tested October 1991, power door, 49 seats, very good condition. **£7,500 + VAT. Tel. 0743 790077 or 0743 722683 Shropshire.** (16602/LE)

1979 LEYLAND LEOPARD DOMINANT II, 53 reclining seats, courier seat, tinted windows, 8/3/79, MoT 8/5/91. **Sensible offers. Tel. 0664 77284.** (16599/LE)

1985 TIGER 245 CARIBBEAN II

Current MoT, 48 seats to Rapide spec.

£29,500 + VAT.

1985 TIGER 245 DUPLE LASER

49 seats, current MoT.

£29,500 + VAT

For further information and viewing contact:

Ted or Dave on 0492 592111

(16570/LE)

UNITED WELSH COACHES LTD

HAVE FOR SALE A SELECTION OF THE FOLLOWING VEHICLES.

1977/78/79 LEYLAND LEOPARD PLAXTON & DUPLE, 49-53 seater vehicles. All with long MoT ..... **£8,500/£9,500**

1981/82 LEYLAND LEOPARD PLAXTON/DUPLE, 49-53 seaters, some with toilets ..... **£16,000/£17,500**

All the above vehicles are in excellent condition and in daily use. Delivery of replacement vehicles in early February means space is required.

1977/78/79 LEYLAND NATIONALS 52 seater and **BRISTOL VRT DOUBLE DECKERS.** Reasonable prices, some with MoT.

ALL PRICES SUBJECT TO VAT

For further details please contact BEV FOWLES or ALUN PHILLIPS on SWANSEA (0792) 890508 (16453/LEY)

WARNERS BUS AND COACH

OLDBURY BUILDINGS, NORTHWAY LANE, TEWKESBURY, GLOS

1979 MERCEDES, 12 seat, high roof, PSV specification, very tidy for year

1983 (REG) LEYLAND LEOPARD, Plaxton Supreme, 50 reclining seats.

1981 LEYLAND TIGER 245 ZF, Plaxton Supreme V, 50 reclining seats, etc. DoT 11/91.

1982 LEYLAND TIGER 245 ZF, Duple Goldliner, high floor, 50 reclining seats, double glazed, DoT 11/91.

1982 LEYLAND TIGER 245ZF VAN HOOL ALIZEE H, 48 reclining seats, double glazed, wc, TV, etc., DoT 12/91.

1986 LEYLAND ROYAL TIGER 260ZF DOYEN, 48 reclining seats, double glazed, wc, TV, etc.

The above represent a selection of tidy vehicles used on holiday tour work.
No prices given but sensible and realistic offers accepted.
Part exchanges considered
Contact Richard or Nick Warner on (0684) 292108
All viewing by appointment to save disappointment. (16040/LE)

LEYLAND

LEYLAND SWIFT 1989

23/27 reclining seats, video, coffee machine, fridge, tables, Eberspacher heater, exhaust, brake, courier seat, side lockers, big boot, low mileage, MoT Jan '92.

Sensible offers!

Flagfinders Braintree, Essex

(0376) 20501 Fax (0376) 553096

(16363/LE)

FOR SALE 3 x 1983 LEYLAND TIGER Plaxton 3200 Paramounts. 50 seats, rear mounted toilet and servery, current MoTs. **£22,500 + VAT ono. Tel. 0272 558433.** (16290/LEY)

1979 LEYLAND LEOPARD. 53 seats, Express doors, auto lube, operated from new, good condition, MoT 20/1/92. **£14,500 + VAT ono. Pulhams Coaches, Bourton-on-the-water. Tel. (0451) 21721.** (163 4[illegible]DD)

1982 LEYLAND TIGER PLAXTON VIEWMASTER, 44 reclining seats, retrimmed, toilet, servery, MoT to 31/10/91, £21,000 + VAT ono. **1985 (B) LEYLAND TIGER PLAXTON 3500 EXECUTIVE,** 49 reclining seats, toilet, servery, TV/video, courier seat, MoT to 18/3/91, £41,950 + VAT ono. Tel. Congleton (0260) 276067 or 273543. (16376/LE)

1984 LEYLAND TIGER PLAXTON 3500, 49 seater with toilet, MoT July 1991. **£26,000 + VAT. Tel: Ivan Thomas on 081 397 4276.** (16365/LE)

2 X 1977 LEYLAND LEOPARDS, 51 recliners, semi automatic, long MoT. **Tel: 0792 701644 days or 0792 773993 night. Brian Isaac Coaches, Swansea.** (16327/LE)

1977 LEYLAND LEOPARD, Plaxton Supreme, power door, 55 seater, radio/PA, new MoT. Vgc. **£8,500. Tel. 0594 35476 (Glos).** (16433/LE)

COACHMART SUBSCRIPTION STILL ONLY £45

VALE OF LLANGOLLEN TRAVEL
Cefn Mawr, Wrexham

have FOR SALE due to fleet replacement the following tour coaches in excellent condition, only used 6 months each year.

1986 LEYLAND TIGER 245/PLAXTON 3500, 49/51 Vogel recliners (grey), ZF manual gearbox (two).

1985 LEYLAND TIGER 245/PLAXTON 3500, 49/51 Vogel recliners (grey or brown), ZF manual gearbox (two).

Each coach has new MoT test, Blaupunkt PA/radio/cassette system, full drawn curtains and updated front and rear body.

Enquiries to Llangollen (0978) 810070/1/2 during office hours (16590/LE)

1980 LEYLAND LEOPARD DOMINANT II

49 Seats (Retrimmed), Express doors, Bristol dome, 5 speed semi-automatic gearbox, tinted windows, MoT to September. In good order throughout.

£13,500 + VAT

Andrews (Sheffield) Ltd

(0742) 561661

(16378/LE)

1976 LEYLAND DOMINANT II

12 metre, 55-seater, recon engine & gearbox, new rad, good tyres, tested, ready for work.

£5,500 + VAT

Tel. 0742 561100 day 620941 eve

(16427/LE)

NEOPLAN

AUGUST 1983 NEOPLAN CITYLINER

49 reclining seats/courier seat, WC, TV/video, hot drinks, excellent condition, any inspection welcome.

£42,500 + VAT

Tel. (0928) 564515

(16043/NE)

NEOPLAN

NEOPLAN SKYLINER

Double deck, 1984. New 12 months certificate of fitness, blue interior, white/orange/blue exterior, very tidy vehicle, Mercedes Benz V12, with 6 speed ZF gearbox. Part exchange considered.

£45,000 + VAT

Tel. (0928) 564515

(16041/NE)

MAN VW

1984 B MAN SR 280

53 Reclining seats, offside continental door, double glazed, Webasto heating, speed limiter. New p/a radio tape, tinted windows. MoT 91.

1980 MAN SR 280

(Private Plate)

Executive with 7 tables. 32 or 46 reclining seats. Continental rear door, tinted windows, double glazed. Toilet, rear servery, coffee machine. New TV video, P/A radio tape, Webasto heating. MoT 91.

OPEN TO REASONABLE OFFERS, SALE DUE TO DEATH OF OWNER/DRIVER.

Tel. 0491 681 330 or 682 030

(16454/MAN)

MERCEDES

1980 V REG MERCEDES 508D, 20 high back coach seats, MoT, radio cassette, ex-school bus, well maintained, good sound condition throughout, **£4,500 – no VAT. Tel. 071 210 4373 or 081 651 4921.** (16609/ME)

1983

MERCEDES 207D

12 high-back seats, high roof, radio/cassette, tinted windows, MoT until August 1991. **£3,500 ono**

1983

MERCEDES 508D

19 high-back seats, boot, radio/cassette, soft trim, MoT until September 1991. **£7,000 ono**

Tel: now on 0543 377977

(16596/ME)

MERCEDES

MERCEDES 0303 RHD 1983

53 recliners, plus courier. Full Su-trak air cond, Webasto, new clutch, 12 month ticket, excellent condition.

£42,000 plus VAT ovno

Tel. (0562) 710717 anytime

West Midlands

(16435/MER)

1986 MERCEDES JONCKHEERE P99

77 seater, full specification double decker. Excellent condition. Ready to work. A bargain at

£55,000 ono + VAT

Tel. Roger Mott on (0296) 613831 (Bucks)

(16592/ME)

1985 MERCEDES 307D

12 high back seats. High roof. Test Aug '91. 24 mpg. Excellent condition.

£6,750 ono + VAT

Tel. 0829 732378

(16452/MER)

1986 MERCEDES 0303

Mercedes body, 49 recliners, Webasto, WC, bunk, double glazing etc..

£63,500 + VAT

PART EXCHANGE CONSIDERED

Tel: 0223 870220

(CAMBS)

(16424/ME)

CALL THE CLASSIFIED HOTLINE **(0733) 898111**

MERCEDES

MERCEDES-BENZ
OFFICIAL DEALER FOR LANARKSHIRE

811D

33 seater, power door, full coach quality specification.

Contact C.V. Sales
Special Finance Package available.
Immediate delivery

RIGHEAD INDUSTRIAL PARK, BELLSHILL
DERWENT A PENDRAGON COMPANY
0698 748200

SETRA

1986 SETRA S215 HR MoT May '91, 53/49 seater with centre demountable toilet. ABS, radio/PA cassette. Rear Continental door, curtains. Immaculate condition. Private Hire and Tour Programme only.
£57,000 + VAT.
Tel: 0278 722066
(16610/SE)

SCANIA

ELITE SERVICES LIMITED
TOUR OPERATORS

1988 (F) SCANIA K112 VAN HOOL SUPER HIGH. 49/53 recliners + courier seat, centre sunken demountable toilet, double glazed, tinted windows, curtains, carpets, coffee boiler, TV video, fitted driver's bunk, Telma radio cassette PA, wheel trims, MoT Sept 91, taxed 189,000K from new ..... **POA**

1989 (G) SCANIA K113 INTERCOOLER VAN HOOL SUPER HIGH. 49/53 recliners + courier seat, centre sunken demountable toilet, double glazed tinted windows, curtains, carpets, coffee boiler, TV video, fitted drivers bunk, alloy wheels, Telma radio cassette PA, MoT'd and taxed. 124,000K ..... **POA**

BOTH VEHICLES OWNED BY US FROM NEW, AND SERVICED BY SCANIA MAIN AGENTS (Not Shuttled)

For further details contact DAVE on 061 480 0617 or 0831 267566
(16463/SC)

FOR SALE
5 X Scania K112T's
£65,000 + VAT each
For further information
TEL 0563 22551
(16470/SC)

SETRA

1985 33-SEATER SETRA, reclining seats, TV, radio, immaculate, tested 9/91, **£55,000 + VAT. Tel. 081-965 5333.**
(16399/SE)

1982 SETRA 215H. Private plates, 53 seater, MoT October 1991, new tyres, complete overhaul, new brakes, immaculate condition. **£48,500 + VAT. NO OFFERS. Tel: 071-253 3699.**
(16385/SE)

KÄSSBOHRER
NEW YEAR HONOURS LIST

Kässbohrer, MBE (Made by Europeans), is honoured to present the following selection of quality pre-owned vehicles. One is sure you will be impressed...

TAKE YOUR PICK...

Year	Model	Seats	Price
1988	Leyland Tiger 290 Jonc. P50, TV/Video, WC, Air Con.	48	£85,000
1988	DAF 2300/Duple 340, TV/Video, WC, Radio/PA	53	£65,000
1987	Mercedes/Plaxton 3500, TV/Video, dem. WC	55	£76,000
1987	DAF/Caetano 11.6, Radio/PA	53	£73,000
1985	Neoplan Skyliner, TV/Video, WC, Kitchen	77	£73,000
1983	DAF/Plaxton 3500, Radio/PA, Side Lockers	51	£42,000
1982	Bristol LHS/Plaxton 3200, Radio/PA	33	£21,000
1982	DAF MB 200 DKTL/Jonc. WC, TV/Video, Radio/PA	53	£39,000
1982	MAN SR 280, WC, Kitchen, Radio/PA	48	£35,000
1980	Leyland Leopard/Duple Dom II, Radio/PA, new COF	51	£13,000
1978	AEC/Plaxton, Radio/PA	53	£ 9,000
Setras			
1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£113,500
1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£108,500
1983	S 215 H, Kitchen, TV/Video, Radio/PA, warranty	49	£ 48,000
1983	S 215 HD, Kitchen, TV/ BOTH SOLD Warranty, choice of 2.	49	£ 62,500
1982	S 215 HD, Kitchen, TV/Video UNDER OFFER Warranty	49	£ 55,000

New In...

1984	S 215 HR (Rational), exceptional condition, 65,000 KM since new. Full history, 1 year's full warranty		
1990	S 215 Full Ex. Low mileage, excellent condition. (Unhappy love affair with bank)		

New vehicles available ex stock for next season plus limited number in build. Just ask for list. *Please note:* Year of registration does not necessarily denote year of manufacture.

... AND CALL US DIRECT

Harry Kell 0932 843685 (Southern Area Manager)
Andy Timms 0625 877658 (Northern Area Manager)

☎ 0522 500115

Kässbohrer
Setra. Perfection in coaches.

Kässbohrer (UK) limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, LN6 3RS. Telefax: 0522 500118

SETRA

1985 SETRA 215 HD
49 str, toilet, 240,000 miles, air con. **£67,500.**

1986 SETRA 215 H
53 str, 18,000 miles (choice). **£62,500.**

1987 SETRA 215 HD
49 str, toilet, 190,000 miles. **£82,500.**

All the above have private no. plates. Have been used only on UK Tours and are in mint condition.

For details and viewing ring Ken Pullen on
0252 724010
(16605/SE)

SERVICE BUSES

1989
LEYLAND LYNX
49 seater, new MoT. Part exchange considered, preferably double decker.
£57,000 + VAT
Tel: 0223 870220
(CAMBS)
(16421/SB)

VAN HOOL

1984 ALICRON, new MoT, TV/video, radio/PA, d/glazing, 49/53 recliners, demountable centre toilet, coffee machine, fridge, Webasto, operated from new, **£51,000 ono + VAT. Tel. Longstaff of Mirfield – 0924 463124.**
(16408/VH)

HOTLINE
(0733)
898111

VINTAGE VEHICLES

1959 COMMER KARRIER. 14-SEATER, full re-build in original colours, tested 11/91, **£9,000 + VAT. Tel. 081-965 5333.** (16400/VV)

1963 LEYLAND LEOPARD PLAXTON PANORAMA. 0600 engine, four speed manual gearbox, 2 speed axle, 90% renovated. Ex Ribble/Standerwick, one of few survivors, owned by us for 17 years, operated up to 1985/86. Still runs very well. **£5,000 or nearest offer. Tel. 0904 637620.** (16465/VW)

FOR PRESERVATION
Bristol LWL/SU/MW's and RE's. Leyland Royal Tigers/Leopards and Cubs. Guy Warrier. All early 50's to early 60's.
YORK HOUSE,
8 MEADOW DRIVE,
MARKET WEIGHTON,
EAST YORKSHIRE,
TEL. 0430 872851
(16383/VV)

VOLVO

1985 VOLVO B10M GL
VAN HOOL ALIZEE H
53 reclining seats, courier seat, aircraft-type luggage lockers and double glazing. Excellent condition, any inspection welcome.
£45,000 + VAT
(0928) 564515
(16042/VO)

For sale due to new fleet replacement for 1991 season.

VOLVO B10M, Telma, 1988 (E Reg), Plaxton 3500 low driver, GT 4 star specification, 57 reclining seats (49 now fitted), TV/video/stereo, demountable sunken centre toilet, Webasto heating, telephone system, Klix drinks machine, fridge, aircraft lockers, all rubber floor and carpet, special large through luggage lockers and side flaps, airport lights, double glazed, full draw curtains and sunblinds, driver's bunk, only..... **£75,000 + VAT**

VOLVO B10MT, Telma, Plaxton 4000 RS, 4 star specification, 67 reclining seats plus 2 courier seats on crew deck and driver's bunk, double glazed, fridge, Klix drinks machine, 5 TV/video screens, telephone system, built for silent running, 3 sliding roofs, airport lights, very large luggage lockers ..... **1988 – £84,500 + VAT**

All the above coaches have long MoTs and have been maintained regardless of cost in immaculate condition throughout. Full service history available.

FLIGHTS Coach Travel Ltd
Tel. 021 554 5232 Contact Geoff Flight
(16439/VO)

1980 B58 VAN HOOL
12 metre, 53-seater, long MoT, power door, recliners and radio cassette, full-draw curtains.
£19,500 ono + VAT
Tel. day 0793 771459
eve 0793 822 170
(16477/VO)

1990 B10M VAN HOOL EXECUTIVE
49/53, video, bunk, boiler, Webasto etc, excellent condition, not used on shuttle.
£95,000 + VAT
1989 B10M DUPLE 320
57 recliners plus courier, curtains etc, excellent condition.
£67,500 + VAT
Part Exchanges Considered
FORD'S TRAVEL
– GUNNISLAKE
0822 832264 or 833636
(16344/VO)

1980 VOLVO B58
View master, 48 recliners/toilet, coffee machine, wired TV/video, remoquetted/1990, MoT February 1992, private plate.
£20,000 plus VAT
Tel. DAY 0792 701644
NIGHT: 0792 773993
BRIAN ISAAC COACHES
SWANSEA
(16326/VO)

1982
B10M 11 METRE PLAXTON VIEW MASTER
(Ex Glenton)
13 months MoT, completely repanelled by Plaxtons in April 1990. Very low mileage, absolutely immaculate condition throughout, new air bags, levelling valves, brakes, shockers, batteries, alternators. Ken Lowe fan fitted etc.
Only being sold to make way for new exec.
O.I.R.O. £35,000 + VAT.
Tel. ALISON COACHES
DUNFERMLINE 0383 726398
(16596/VO)

1980 VOLVO 12 MTR B58 DUPLE DOMINANT II. 50 reclining seats, toilet, wired for TV and video. Power door, radio PA, new MoT. Good condition for year. **£16,500 + VAT. Tel Alan Wilson 0533 863995 or 0860 271955.** (16331/VO)

1983 VOLVO B10M LAZER I, 57 seater, MoT'd, taxed, good condition, **£29,000 + VAT. Tel. (0923) 50326** (16377/VO)

1982 B10M PLAXTON SUPREME VI, 51 recliners, TV/video, radio/PA, d/glazing, interior red, MoT Jan 1992, operated from new, very good condition, **£28,000 ono + VAT. Tel. Longstaff of Mirfield – 0924 463124.**
(16407/VO)

LATE MODEL B10M HIGH LINER COACH
Preferably Mark III with Plaxton 3500 body.
Can clear existing finance.
Cash available. Vehicle must be in excellent condition.
No shuttle coaches.
Phone Alisons Coaches Dunfermline
0383 726398
and ask for Davy
(16410/VO)

CLARKES OF LONDON
2 x 53 – B10M
May 1986, C reg, Plaxton 3500, recliners, double glazed, Webasto, rubber under seats, carpet to gangway, radio + PA, speed limiters, MoT May 1991.
Contact Bill Clarke or Alan Philo
£62,000 + VAT ono
Telephone: 081 778 6697
(16589/VO)

1979 VOLVO B58 DUPLE 12 MTR
53 'E' type seats, power door, MoT 10/91 **£1,700 + VAT**

1979 VOLVO B58 DUPLE 12 MTR
50 Chapman recliners, power door, MoT new **£1,700 + VAT**

1980 VOLVO B58 DUPLE 11 MTR
53 seats, power door, MoT new **£1,700 + VAT**

1980 VOLVO B58 DUPLE 12 MTR
55 seats, power door, MoT, 7/91 **£1,700 + VAT**

Tel: 0555 840249
(16586/VO)

1986 B10M 3500 PLAXTON, 52 recliners, armrests, curtains, MoT June, **£60,000 + VAT. 1979 B58 DOMINANT II,** 51 seats, MoT Dec '91, **£12,500 + VAT. Tel. 041-554 5053 for further details.** (16412/VO)

1987 (E) VOLVO B10M DUPLE 340, 53 seats, rear sunken toilet, rear cont door, new MoT. Excellent condition. **£70,000 + VAT. Phone 0862 2085.** (16460/VO).

1980 VOLVO B58 PLAXTON, 53 'E' type seats, private plates, MoT till Sept 91 ..... **£18,500 ono + VAT**

1981 VOLVO B58 DUPLE, 57 seater, power door, private plates, MoT till August 91 ..... **£19,500 ono + VAT**

1982 DAF MB 200 PLAXTON, 51 recliners + courier, power door, TV/video, private plates, MoT till Jan 92 **£21,000 ono + VAT**

EAVESWAY MOTOR COACHES LTD
TEL. 0942 727985
(16083/VO)

MINIBUSES

1984 IVECO FORD, 12-seater, Vogel seats, TV, hi top, air conditioning unit, tested 4/91. Choice of two. **£4,750 + VAT. Tel. 081-965 5333.** (16401/MB)

1986 MERCEDES 307D, Reeve Burgess conversion, MoT 15/1/92, 12 h/back coach seats, h/roof, low mileage, radio, Tacho, tinted windows, must be seen to appreciate, **£7,900. Tel. 0454 778871.** (16414/MB)

SHERPA 350 DIESEL DORMOBILE BUS, 1987 D Reg, 16 low-back moquette seats, elec operated door, soft trim sides and roof, quad-vent, choice of several ex-large operator, all well in test and all in excellent bodily and mechanical order, **£3,950 + VAT. Tel. (0535) 653350 West Yorkshire.** (16598/MB)

TRANSIT 16 SEATER, 'W' REG. Excellent condition, extremely reliable, MoT'd to March '91. Taxed, ideal school bus. In daily use. **£2,100 ono + VAT. Tel. Portsmouth (0705) 829992 or 372343.** (16128/MB)

TRANSIT 'T' REG, 12 seater, long MoT, extremely reliable, good all round condition. Would make ideal school bus. Taxed. **£850 ono + VAT. Tel. Portsmouth (0705) 829992 or 372343.** (16129/MB)

1986 D SHERPA DIESEL
High roof, exterior white, 14 high back seats, test Feb 92 available mid Feb.
£5,200 + VAT

1984 A MERCEDES 608D
One owner, 19 seats & 2 tables. Eberspacher heating. Curtains, test Feb 92. Available mid Feb.
£8,200 + VAT

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Dormobile petrol 16 seater, high backed seats, exterior white/blue, MoT to May 1991.
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1983 (Y) LEYLAND TIGER 245 PLAXTON PARAMOUNT 3200. 11 mtr Express, semi auto, 53 seats, radio PA, tinted windows, curtains, new MoT.

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1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test 29-4-91.
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New test 53 seater, exterior blue and maroon, red moquette, radio, ZF gearbox.
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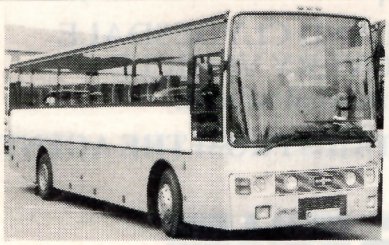
DEPOSIT £14,000
12 Months x £999
36 Months x £1,400
OPTION TO PURCHASE
£14,000

1988 (E) LEYLAND TIGER — PLAXTON PARAMOUNT 3200

55 reclining seats, radio/cassette, P/A system, full draw curtains. CHOICE OF TWO

DEPOSIT £12,000
12 Months x £999
36 Months x £1,350
OPTION TO PURCHASE
£12,000



1987 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH

53 reclining seats, video, radio/cassette, P/A system, full draw curtains, eberspacher, telma. ALL WHITE

DEPOSIT £11,000
12 Months x £999
36 Months x £1,275
OPTION TO PURCHASE
£11,000

1987 (E) LEYLAND TIGER — DUPLE 320 SL EXECUTIVE

49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, drinks machine, exhaust brake. ALL WHITE. CHOICE OF TWO

DEPOSIT £12,000
12 Months x £999
36 Months x £1,350
OPTION TO PURCHASE
£12,000

1986 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH

49 seater executive, toilet, video, radio/cassette, P/A system, full draw curtains, crew seat, drinks machine, eberspacher, telma. CHOICE OF TWO

DEPOSIT £13,000
12 Months x £999
36 Months x £1,350
OPTION TO PURCHASE
£13,000

1986 (C) LEYLAND TIGER — PLAXTON PARAMOUNT 3500 EXECUTIVE

49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, continental door, crew seat, tables, drinks machine, telma.

DEPOSIT £10,000
12 Months x £999
36 Months x £1,250
OPTION TO PURCHASE
£10,000

1985 (C) LEYLAND TIGER — PLAXTON PARAMOUNT 3500

50 reclining seats (well spaced), radio/cassette, P/A system, continental door, crew seat, full draw curtains, telma.

DEPOSIT £10,000
12 Months x £999
36 Months x £1,100
OPTION TO PURCHASE
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2 1983 BOVA EUROPA. 44 reclining seats, servery and toilets, MoT December '91 and January '92 ..... **£22,500 plus VAT each**
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1979 'T' FORD DOMINANT 1/11
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1973 'L' BEDFORD DOMINANT 1

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1987 MERCEDES 609D/REEVE BURGESS. 19 seats, rear boot, luggage racks, radio/PA, MoT 2/10/91. **£15,500 + VAT**

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Both above B10Ms have full spec including video, drinks machine, continental door etc.

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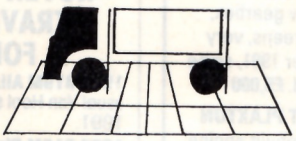

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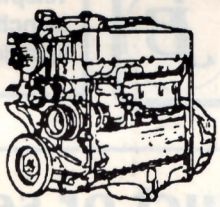

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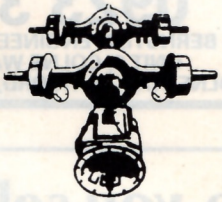

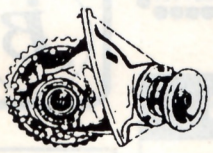

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- ★ VRT mitre boxes
- ★ Fluid fly wheels
- ★ Starter motors
- ★ EP units and engines

Always in stock are a full range of both transmission and engine parts including:

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- ★ Exhaust systems
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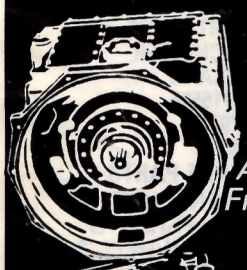

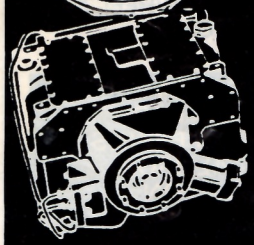

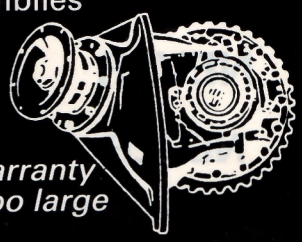

All major units carry an 18 months unlimited mileage warranty
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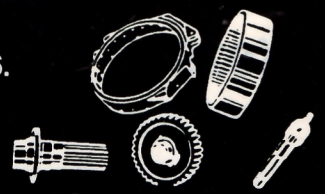
Tel: 0532 340200. Fax: 0532 340164. Telex: 895 4146.

Danny Parman, Southern Depot, 1 Butcher Row,
London E1. Tel: 071 790 1733. Fax: 071 790 8053.
Telex: 895 4146.



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We have a pleasant clientele who appreciate a good atmosphere and cuisine. All hotels will be inspected for suitability.

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(15831/HO/WANTED)

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Freehold coach station, 24hr operation, South East London area.

8 miles from central London. 3 miles from South Circular.

To include:

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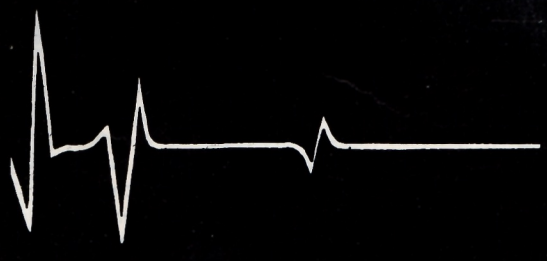

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Salary negotiable.

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FOR VALUE, REPSONSE AND SERVICE

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The no.1 for bus & coach sales!

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Minimum 25 words
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BARGAIN BUS

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Plaxton body, MOT and taxed reduced for quick sale.
£4,000

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A STANDARD POSITION minimum 25 words ☐ x 50p = £ ☐ No of words + VAT	B BARGAIN BUS ☐ x £25 = £ ☐ No of weeks + VAT	C PICTURE COACH ☐ x £55 = £ ☐ No of weeks + VAT	D BOX NUMBER ☐ x £8 = £ ☐ No of weeks + VAT

2. What is the best classification for your advertisement? _____

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4.
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Company Name
Address

Postcode Tel:

5. I enclose a cheque/postal order for £_____
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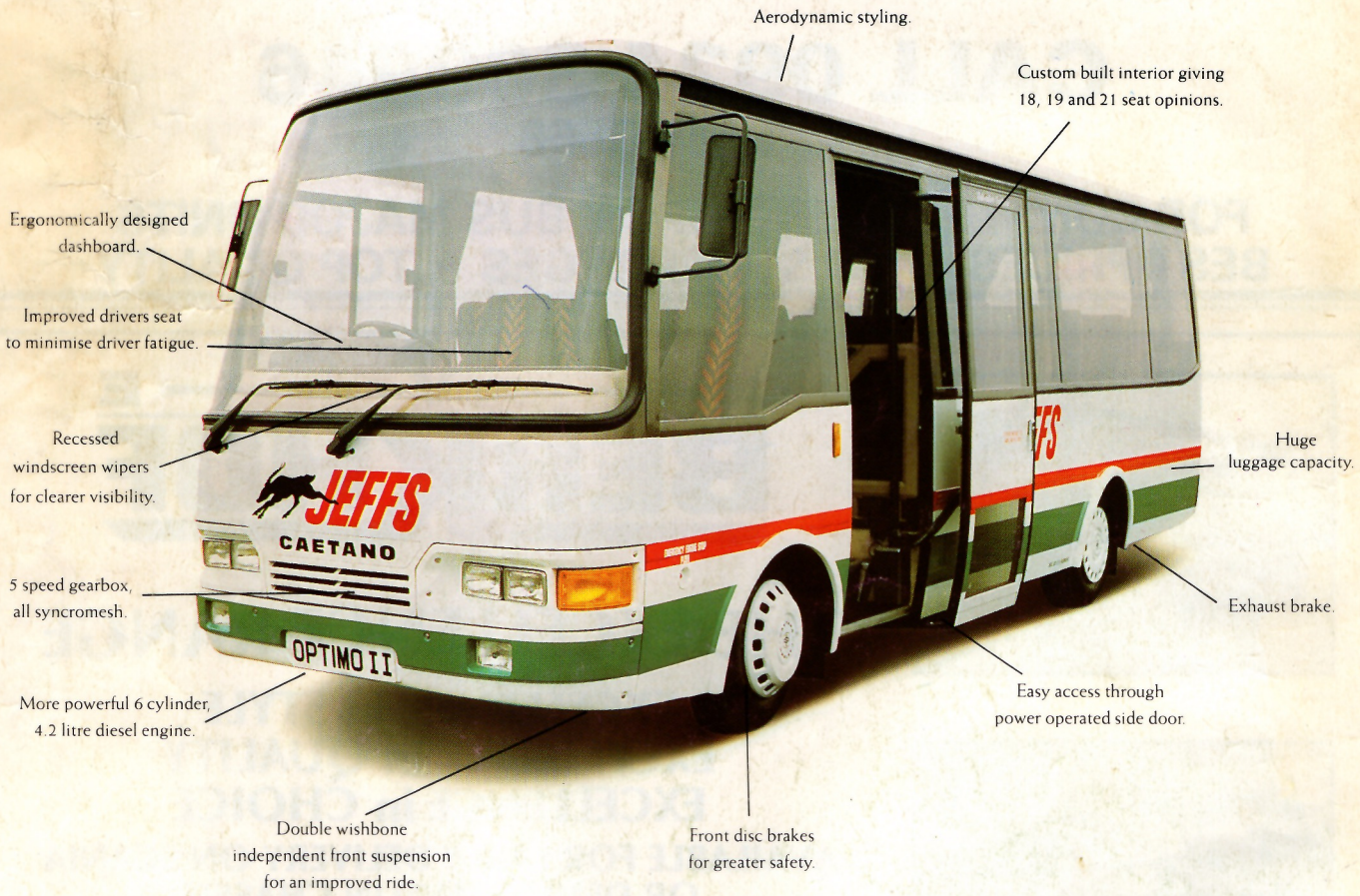
A GUIDED TOUR OF THE NEW CAETANO.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CAETANO
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